

**CANADIAN
FARM IMPLEMENTS
1907**

CANADIAN FARM IMPLEMENTS

VOL. V, No. 1.

WINNIPEG, MAN., JANUARY, 1907.

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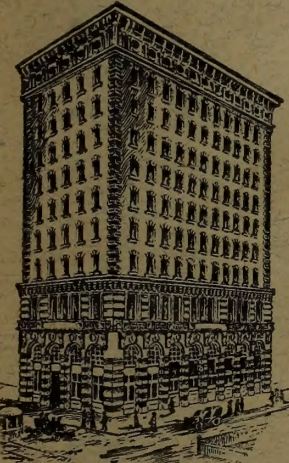
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LEDOUX'S SELF-UNLOADING CHUTE

Patented Sept. 4th, 1906.

To unload into a car all that is required is a platform 3ft. higher than those now in use, and the Warehouse Commissioner has power to order the Railroads to build such platforms if the farmers ask for them.

It will unload a wagon of grain in 3 minutes.

A Horse-Power and a Portable Elevator combined in a Wagon.

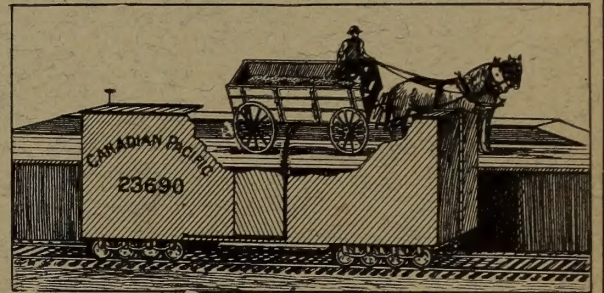
The Chute can be used at the granary with the same advantages.

It is absolutely grain-proof and does not interfere with the box. No grain grower can afford to be without this labor saving attachment. Mr. Dealer be sure the wagon you handle next year is equipped with this New Device. You will require lots of extra "Chutes" to equip old wagons as it can be readily attached.

Place your estimate for 1907 with me at once. One agent wanted in every town in Canada. Write for Prices and Terms.

WILFRID LEDOUX, Inventor

ARNAUD, Man.



Put US on your list of those you are to call on when at the Bonspiel, we will be glad to see you.

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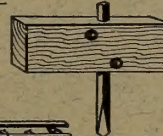
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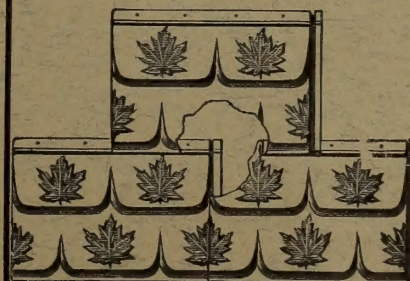
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We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

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CORRUGATED SHEETS
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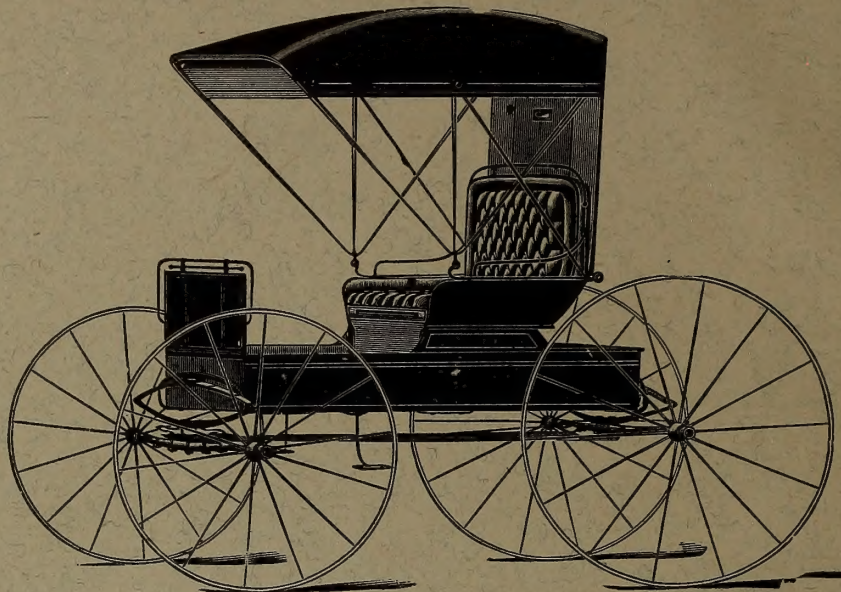
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Write at once for our 1907
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SEE THE NEW STYLES.



We have a full line of vehicles
made of the best materials and
finished up to date.

When in the City do not neglect to call and see them at

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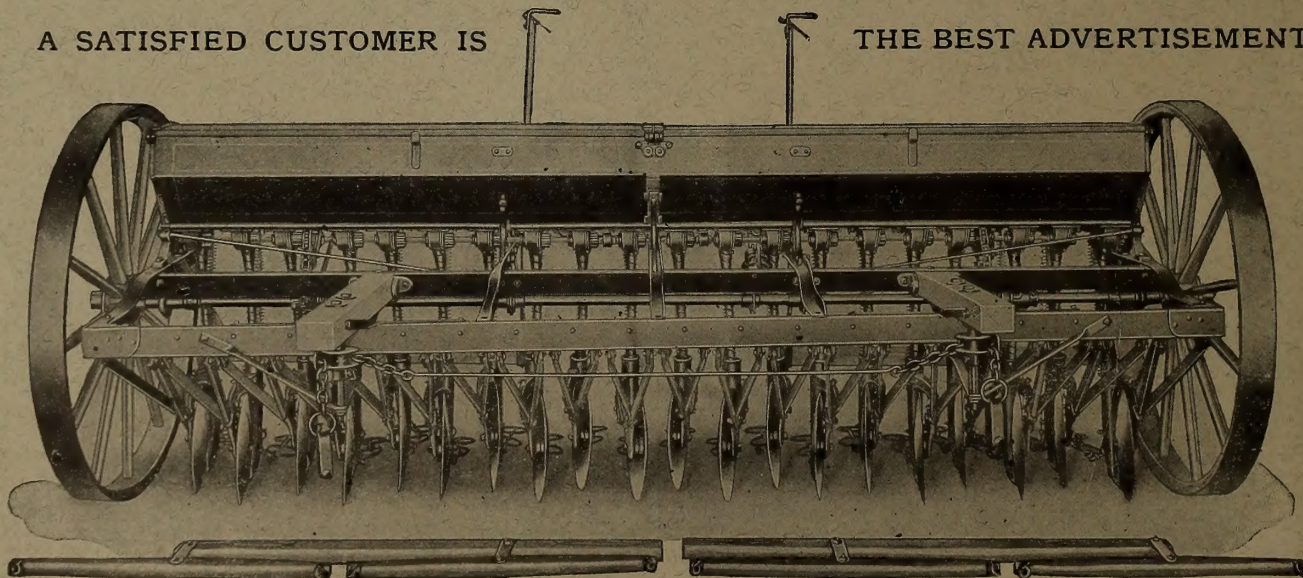
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THE BEST ADVERTISEMENT

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DRILLS

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DRILLS

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SMOOTHING
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SECURE A McCORMICK CONTRACT

A line of seeding machines and tillage implements well advertised is half sold. If you have a McCormick contract you have the machines and implements half sold to begin with; it only requires a little extra effort on your part to close the sale. Don't wait but get a contract at once and be prepared to cope with other dealers during the coming year. For information write to nearest branch house or see blockman.

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Mr. DEALER.—Are you coming to the Winnipeg Bouspiel? If so take a Belt Line Car to Logan and Nena Streets and you are only a short block from our Warehouse, where we want to show you the following lines of up-to-date goods. If you are not coming in write us for Catalogues and Prices and we will have our traveller call to see you.

GET CONNECTED WITH OUR LINE FOR 1907

Right Goods at Right Prices!

THE CANADIAN AIRMOTOR

FOR PUMPING WATER OR DRIVING MACHINERY

Sizes: 8, 10, 12, 13, 14, 15, and 16 ft.

GRAIN GRINDERS

Sizes: 6, 8, 10 and 12 inch plates

Steel and Wood Saw Frames and Saws

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In Wood or Iron, Single and Double Acting

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EMPIRE CREAM SEPARATORS

The very best on the market at prices that will please you

NEW STYLE STICKNEY GASOLINE ENGINES

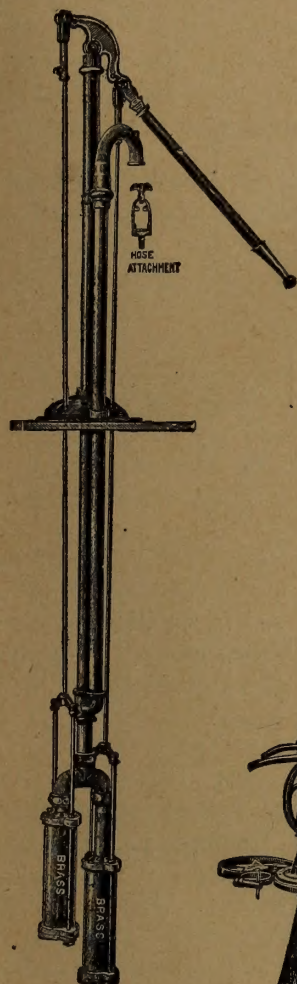
The latest and best. Stationary and Portable Gravity or Pump Feed

Sizes: 1, 2½, 4½, 6, 9, 12 and 15 h.p.

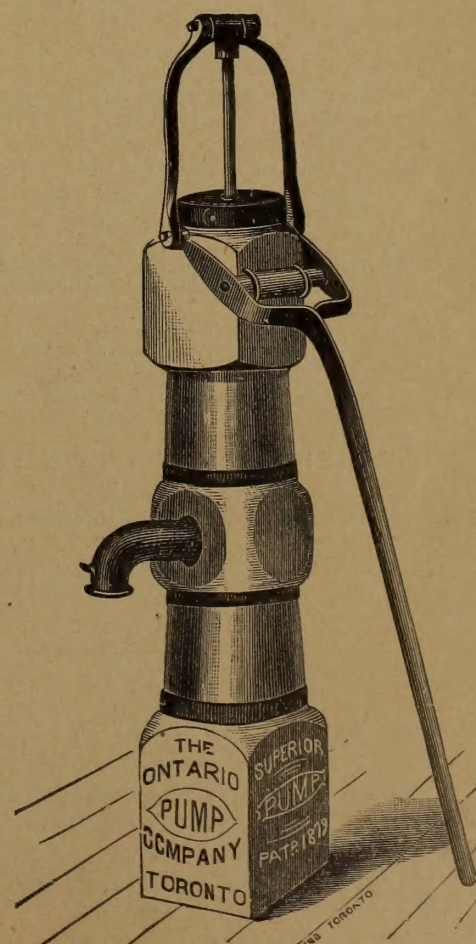
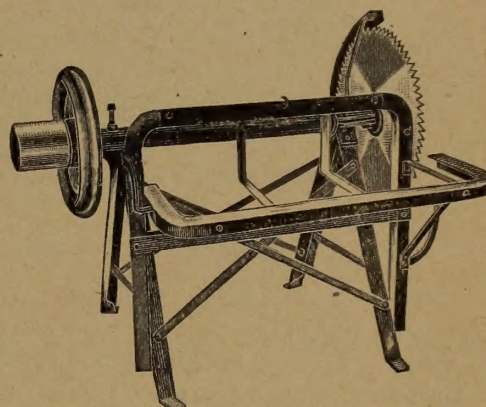
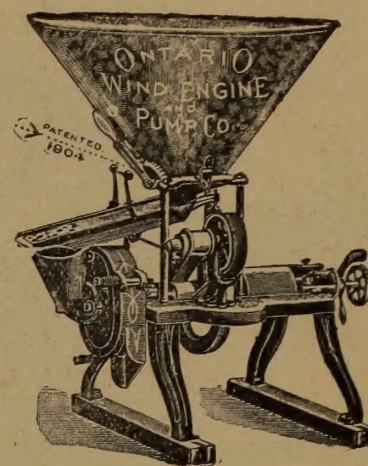
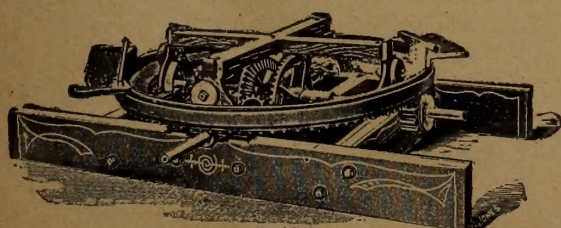
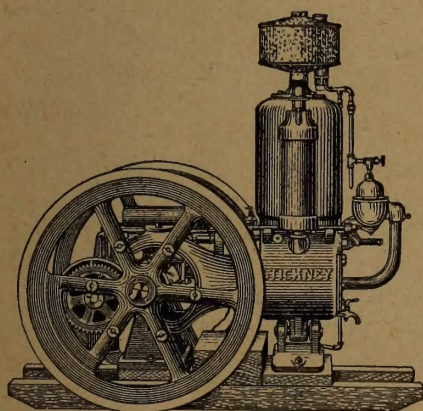
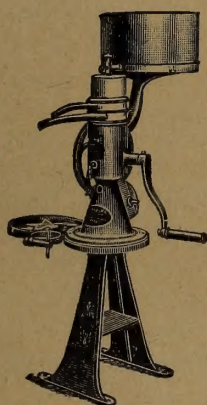
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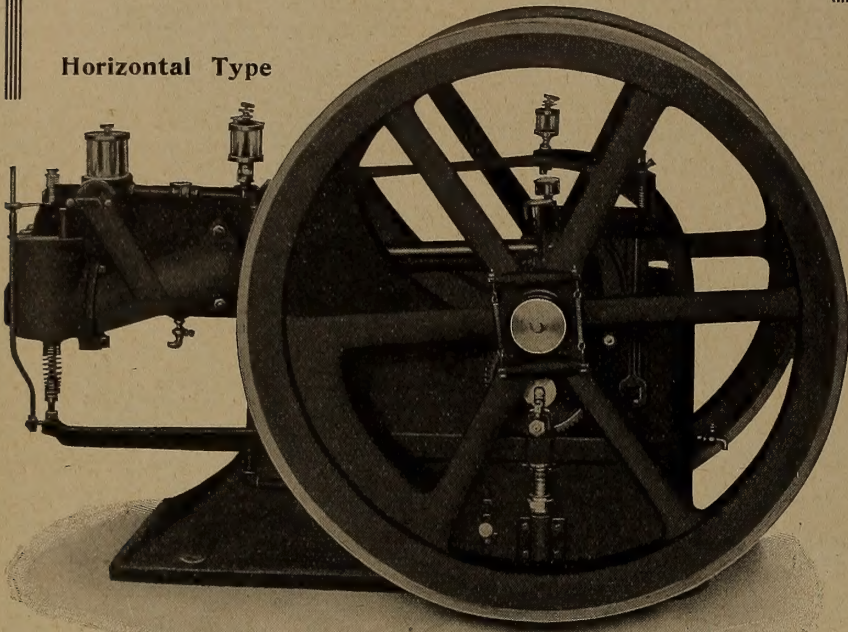
CANADIAN GUSHER



"THE BRANDON" GASOLINE ENGINES

COMMAND THE BEST TRADE.

Horizontal Type



[WE PROVE BY TESTIMONY

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- F. CHAPIN, Hartney, Man.,** March 12th, 1906
"The 6-h.p. 'Brandon' Engine is working to our entire satisfaction. It is all you represent it."
- Wm. DUCKLOW, Radisson, Sask.,** October 25th, 1906
"Satisfied with your Engine. It gives no bother. Recommend it to any person wanting value for his money."
- H. I. OVERBAUGH, Abernethy, Sask.,** October 13th, 1906
"Your 'Brandon' Engine is far superior to any other I have seen; especially as a shop engine. It is easy to operate and control."
- R. BEARD & CO., Moose Jaw, Sask.,** October 13th, 1906
"Our 6-h.p. 'Brandon' Engine is giving entire satisfaction and develops plenty of power for our purpose."

WE HAVE MANY LETTERS IN THE SAME STRAIN PROVING
THE SUPERIORITY OF "THE BRANDON"

"The Brandon" Grain Separator and Cleaner

Mr. S. A. BEDFORD, formerly Superintendent of the Brandon Experimental Farm, recommends our Grain Separator and Cleaner, and many other authorities consider "The Brandon" the acme of perfection in Fanning Mill construction.

IT IS! WE CAN PROVE IT TO YOU.

Some of the Other Lines we Manufacture and Handle:

Brandon Reversible Grain Grinders, Sawing Machines, Trip Hammers, Pile Drivers, Emery Wheel Stands, Iron and Wood Split Pulleys, Shaftings, Hangers and Couplings, Steel Blowers and Forges, General Machinery Supplies.

SEND US YOUR ORDERS. WE WILL FILL THEM PROMPTLY.

OUR GOODS WILL MAKE YOU MONEY AND SATISFY YOUR CUSTOMERS.

Write TO-DAY for Catalogues, Trade Discounts and Full Particulars.

The Brandon Machine Works Co., Ltd.
BRANDON, MAN.

Bonspiel Announcement

TO THE IMPLEMENT TRADE.

WE TAKE THIS OPPORTUNITY of officially notifying you that after several months of negotiations the firm of **H. F. Anderson & Co.,** has been completely reorganized, and will in future be known as **Tudhope, Anderson & Co., Ltd.**

Our capital stock has been greatly increased. We have opened a branch house at Calgary and a transfer warehouse at Regina, therefore we are in a better position than ever before to look after our trade.

As in the past we will handle the justly celebrated **Emerson Line of Foot-Lift Farm Implements;** a line that is recognized throughout the West as the easiest on man and beast, and the most durable and satisfying to exacting customers.

We will still act as sales agents for the **Chatham Wagon Co., of Chatham, Ont.** Every Chatham Wagon is built of the very best materials, scientifically put together, and finished with the best quality of paint and varnish. It is a wagon built a little better than seems necessary and is a ready seller.

We control the sale in Western Canada of the **Famous Line of Buggies, Carriages, Cutters and Sleighs** manufactured by the well-known **Tudhope Carriage Co., of Orillia, Ont.** Tudhope goods have a world-wide reputation for quality and appearance. Every article is made to sell and give satisfaction to the buyer. It does. We also represent and handle the trucks of the **Dominion Wrought Iron Wheel Co., of Orillia, Ont.**

It is our wish to extend to the dealers of Western Canada our sincere thanks for their patronage received in the past, and we are confident that with our new facilities we will be in a position to much more satisfactorily take care of all orders entrusted to us in the future.

If you are coming to Winnipeg during Bonspiel, or at any time, we cordially invite you to call at our showrooms and offices, 162 Princess Street, where we will be glad to explain our plans for 1907 and show you the money-making proposition we have to offer you. If you are not coming to the city drop us a card and our traveller will call.

**DON'T CONTRACT UNTIL YOU GET
OUR PROPOSITION.**

TUDHOPE, ANDERSON & CO.
LIMITED,
WINNIPEG CALGARY

CANADIAN FARM IMPLEMENTS

Vol. V, No. 1.

WINNIPEG, MAN., JANUARY, 1907.

SUBSCRIPTION PRICE } Per Copy, 5c.
Per Year, 50c

Complimentary to the Nineteenth Annual Bonspiel,
Winnipeg, Feb. 6th to 18th, 1907.

AN AULD CURLER'S SANG.

Gae fetch tae me my auld grey plaid,
My cowe and channel stane;
For I maun hirple tae the loch,
And try my haun again.
And when the roaring game begins,
Wi' gird, and wick, and draw,
We'll lilt a sang tae Scotland's fame,
And hills clad o'er wi snaw—
A rousin' theme tae Scotland's game,
Her coves, her cramps and a'.

The day is breaking in the lift,—
The sun keeks o'er the brae,—
The air is snell; the frost grips hard,
We'll hae some famous play.
And when we buckle tae our work,
Wi' strike, and raise, and draw,
We'll lilt a sang tae Scotland's fame,
And glens deep wreathed in snaw—
A rousin' theme tae Scotland's game,
Her coves, her cramps and a'.

The cranreuch cleeds the woods in white—
Ilk lea and broomy knowe;
The rink is true, the ice is keen,
My heart's a' in a lowe.
For as the game gangs roarin' on,
Wi' soop-up, hauns, and draw,
We'll lilt a sang tae Scotland's fame,
And burns choked up wi' snaw—
A rousin' theme tae Scotland's game,
Her coves, her cramps and a'.

CANADIAN FARM IMPLEMENTS, JANUARY, 1907.

What One Local Club Accomplished.

In clear understandings, perfect harmony among members, and united action on the part of all interested, lies the success of any organization; whether fraternal or for commercial purposes. Across the line the local club idea among implement and vehicle dealers continues to grow and marked interest is being taken in such associations, and this interest is increasing year by year.

So that our readers may have some idea along what lines these local clubs act we beg to give herewith in detail the story of the formation and undertakings of one of the most successful of them as compiled by the secretary and printed in Farm Implement News. As the dealer, who reads, will see the example set by this particular club can be carried out to excellent advantage and profit by any similar organization of implement dealers.

A LIVE ORGANIZATION.

In the first place a call was prepared by one of the dealers, who obtained the signatures of a number of competitors in the community. This was sent to every regular dealer in the country. It specified the time and place for holding the first meeting.

The meeting was organized by electing a chairman and secretary and a resolution was then adopted that the organization be made permanent as an auxiliary to the state association. Officers were elected and a constitution and by-laws adopted.

Membership in the state associ-

ation is one of the qualifications for membership in the local. The annual dues are \$1.

A committee was appointed to personally call on every dealer in the county and urge him to join.

Each member pledged himself to bring to the next meeting a list of his poor and desperate accounts. A committee on credits was appointed to compile lists of delinquent debtors and furnish each member a copy. The committee was instructed to add additional names to the list monthly, as furnished.

A resolution was passed making it the sense of the meeting that all members require note settlement for all goods sold, except extras, on delivery of the goods.

All members agreed to post a notice in their stores as follows: "All book accounts must be settled by Oct. 1. Interest will be charged after that date."

A committee was appointed to secure and furnish members the names of all farmers patronizing catalogue houses; also to devise ways and means to secure their trade for the dealers.

A committee was also appointed to secure the names of all the farmers in the country for a mailing list.

A resolution was adopted that terms of payment be July 1 on all goods sold prior to June 1; and that the terms of payment be Nov. 1 on all goods sold after June 1.

A resolution was adopted that each member use a uniform style of blank orders and blank notes, the form to be decided by careful

comparison of those in use by the members.

A committee was appointed to determine the average rate of expense of doing business by members and found it to be 15 per cent. A resolution was passed recommending that each member make the selling price of his goods 25 per cent. over cost.

Each member was given a number of rural routes in the county to correct to date.

The catalogue house committee was instructed to send appropriate literature on the subject of dealing with mail-order concerns to each farmer whose name is reported as one who patronizes these houses.

The catalogue house committee was instructed to purchase samples of twine from various catalogue houses, test the same and report its findings to each member.

RATING OF BUYERS.

The association decided to make a complete list of ratings applicable to the farmers of the county by sending to each member a copy of the mailing list and asking him to make the necessary notations opposite the different names. Farmers who rent and do not own land are designated, "R"; catalogue house patrons, "C." In addition to this a credit rating, as determined by the knowledge and experience of the members, is given as follows:

- A, unlimited credit.
- B, limited.
- C, doubtful.
- D, not worthy of credit.
- E, dishonest.

The customer's record in the

matter of payment is shown as follows:

- 1, prompt pay.
- 2, slow pay.
- 3, poor pay.
- 4, don't pay.

A 1 would mean that the party has unlimited credit and is prompt pay; B 1 would mean limited credit and prompt pay.

A committee was appointed on legal matters and instructed to secure from each member his experience in all matters pertaining to the business and furnish each member a copy of the report.

COLLECTION OF DELINQUENT ACCOUNTS.

A committee on collections whose duty it is to provide a collector to look after the delinquent notes and accounts due members, was appointed.

The association maintains what is known as an exchange committee. This committee receives from the members reports of their surplus stock or special bargains and in turn notifies all of the members. In compiling the rating lists each member was given a number and the ratings supplied by him were placed in a column corresponding to his number.

It was decided that the rating lists should not be sold to any one, but remain the property of the association and be loaned to its members only for their exclusive use.

A price of \$10 per copy was put upon the mailing list and some have been sold to merchants in other lines.

Every dealer in the county but one is a member of the association and the reason he has not joined is that he is trying to sell out.

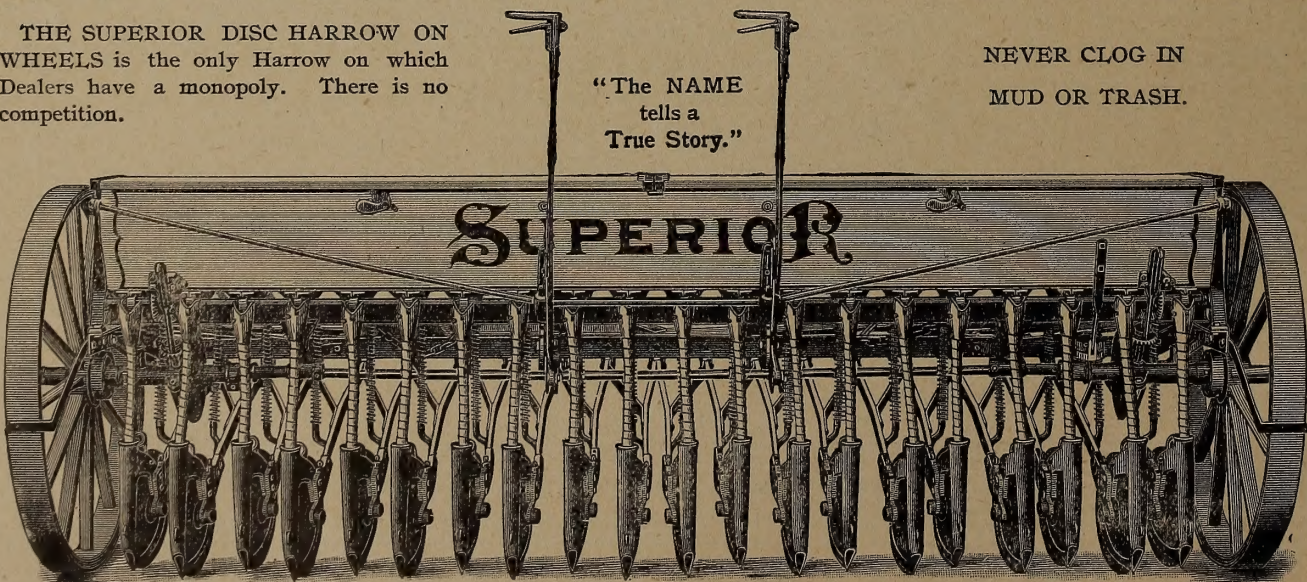
SUPERIOR GRAIN DRILLS

THE SUPERIOR DISC HARROW ON WHEELS is the only Harrow on which Dealers have a monopoly. There is no competition.

"The NAME tells a True Story."

NEVER CLOG IN MUD OR TRASH.

We Manufacture this Famous Drill in Single Disc, Double Disc and Shoe Styles.



THE SUPERIOR AGENCY ALWAYS PAYS.

THE AMERICAN SEEDING-MACHINE CO., Incorporated,

WINNIPEG, MAN.

Some Points in Selling.

Someone has said that if the merits of a particular line are regularly brought to the attention of possible buyers, their minds will become saturated with the idea, and sales will be consummated. Analyse this statement, and its whole substance may be summed up in the words, persistent plugging sells.

The dealer introducing a new line in his district is subjected to many rebuffs, and at the beginning he takes his "turn downs" as regularly as his meals. If he has a good article, however, some day he makes a sale. The farmer tries the new machine and finds it to work most satisfactorily, saving him time and money, and the result is that he begins to talk among his neighbors. When you get a satisfied farmer talking, he becomes a moving advertisement, and an advertisement whose pulling power is the strongest because he himself has actually worked the machine. Then farmers who were at first skeptical of the machine when interrogated on the subject of buying it, approach the dealer, and, with apologies to Goldsmith: "Many who come to look remain to pay."

It is always wise to plug persistently for a new machine. It is not wise to be discouraged first thing. All must remember "Rome was not built in a day," and no dealer, no matter his ability, can work up a profitable trade in any

article immediately after he undertakes its sale. Time is money, and every dealer has to make the best use of it, but it is always advantageous to remember the old adage: "More haste, less speed," and when the selling of a new machine is the matter under consideration, "the longest way round frequently proves the shortest way home."

When introducing new goods, it is well for the dealer to remember that he must place the emphasis on the good points of his article in the right places. When the emphasis is placed on the wrong point it generally turns out that the machine is returned by the customer who bought it. Extravagant claims, which the goods will not bear out, are useless and always more dangerous than advisable. Sell the article on its merits. In selling it place the emphasis on the points in which it excels competitors and then there is but little doubt that when a machine is taken away by the farmer it will stay sold.

Devote every possible moment to acquiring further knowledge of your business.

The Practicability of the Milking Machine.

In order that the trade may know just exactly what progress is being made in the development of the milking machine, according to the opinion of a dairy expert, we desire to bring to your notice the views of H. H. Dean, Professor of Dairy Husbandry, Ontario Agricultural College, Guelph, Ont. During the recent Provincial Winter Fair, held annually in that city, Prof. Dean gave a very interesting and pointed address on "The Practicability of the Milking Machine." It is evident from a careful study of this lecture that the professor is a believer in the milking machine principle but considers that the different mechanical contrivances on the market at the present time do not fill the bill, and from a review of the tests cited by him, his conclusions appear to be amply borne out.

Since 1872 there has been a growing interest in machinery capable of replacing human labor in the milking of cows. Since that time over one hundred and thirty patents have been granted by the government of the United States, and each year records an

increase in the number of patents. In the course of his lecture Prof. Dean stated that as far as he could see there was no reason why cows might not be milked satisfactorily by machine. In the mechanical development of the machine three problems are presented to the consideration of the inventor, as follows: Shall the machine milk the cows by sucking, as the calf does; shall we do it by pressure, as in the case of hand milking; or shall we combine both the suction and the pressure principle? This the inventor must decide for himself.

Giving his opinion on this point Prof. Dean says:

"If I were to offer a personal opinion, my judgment would lead me to conclude that the successful milking machine will be one which imitates hand milking. Why do I think so? Because all the best dairy cows that the world has seen produced have been developed by hand milking and not by calf sucking, and the tendency is that, in every case where the calf sucks the cow, she dries up much quicker than when she is milked by hand. Therefore, I say look for the development of the milking machine that imitates the hand milking of the cow."

HONEYMAN, HAULTAIN & CO.

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Wholesale Commission Merchants

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FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris
and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.

Factories: St. Louis, New York.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

KEEP YOUR EYES OPEN

When buying a cream separator for sale or use, or afterwards there may be plenty of cause to close them to daily proofs of an unwise choice.

De Laval Spells Excellence

and is stamped upon the separators in every creamery and model dairy. It reflects credit upon both seller and user, as belonging to the class who place merit before price.

THE LATCH STRING IS ALWAYS OUT

And you will be a welcome visitor at our offices Bonspiel week.

The De Laval Separator Co.

14-16 Princess Street, WINNIPEG.

Montreal
Toronto
Vancouver

New York
Philadelphia
Chicago

San Francisco
Portland
Seattle

As we reiterated on several occasions, and as all dairying authorities agree, a milking machine to be of service, must be simple, cheap, durable, easily cleaned, require the minimum amount of power, time and labor of operating it, and a person must be able to milk from four to six cows at once. These are essential requisites in the mechanical milker and without them the day of the general adoption of the milking machine is yet afar off.

Going into the matter of tests during his address the chief of the Dairy Department at Guelph said:

"At the College we have had practical experience with three or four different kinds of milking machines. I have, personally, taken a great interest in this question. Any man who approaches a subject of this kind, should approach it free from bias as far as possible. He ought not to have any set opinions. If I have had any set opinions at all, they have been in favor of the milking machine. The first machine we had any experience with was called the Murchland. We experimented with this machine until we were satisfied it was not a practical ma-

chine for milking cows, and we threw it to one side."

"The next machine we had practical experience with was known as the Thistle. The milk cup of this device was like the inside of a calf's mouth. It had two lips and a piece like the tongue of a calf and was supposed to imitate both calf sucking and hand milking, so that the cow would think she was being sucked by the calf and milked by hand. The difficulty was with the cleaning of this machine, and, after spending a good deal of time and money on it, we laid it to one side."

"The next invention we experimented with was a sort of roller, rather four rolls and a rubber flange. You set this up in under the cow's udder, so that the teats came between the rolls. By turning a crank these rollers were set in motion, pressed against the teats and squeezed the milk out. That would be satisfactory if all our cow's teats were of exactly the same size and hung exactly the same length from the udder, but as they do not the machine was not a success."

"Following these, the next machine we tried was the Burrell-Lawrence-Kennedy Milker, for

milking two cows at a time. The principle involved in the operation of this invention to exhaust the air from the pipes above the cows and then place small cups on the cows' teats. As soon as the teat is inserted in this, the pressure of the atmosphere being taken off, the milk begins to flow. By means of a sight glass one is enabled to see the milk as it passes into the machine. An alternating pressure is given by means of a valve on top of the machine, so that the pressure is not constant as was the case with the Murchland patent. There is a pressure equal to about half the atmosphere coming on the cow's teat, and, by means of the valve, a certain amount of air is allowed to come in. Through this pressure the milk is brought down into the teat, from there into the cup, and onward into the pail."

From December 1905 until December 1906 a number of tests were conducted at the College in connection with this milker. During December, 1905, fifteen cows were milked by hand and in the following month the same cows were milked by machine. A comparison shows that the cows gave 1,351 pounds of milk more when milked by hand than when the machine was used. Then, after

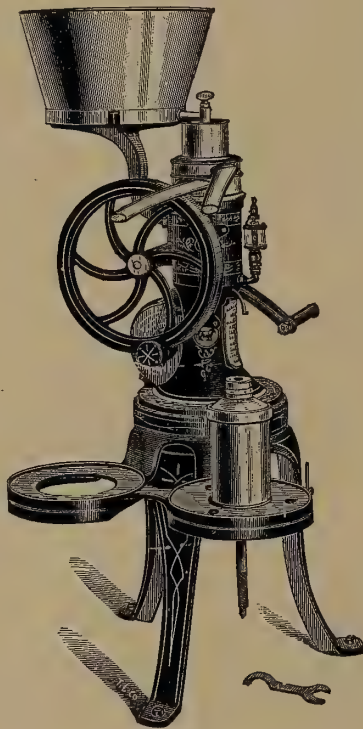
THE NATIONAL CREAM SEPARATOR IT'S DIFFERENT

EASY TO TURN

EASY TO
CLEAN

Clean Skimmer

GUARANTEED



The National stands in a class by itself, a Canadian-made Separator especially adapted for the Canadian trade. Easy to sell and our terms to agents are very liberal.

Simplicity and strength are the keynotes. It has only two device parts to clean; Ball Bearings at all speed points, making it easy to turn; and skims to perfection.

Before making your 1907 contracts, write us for our new prices.

The RAYMOND MFG. CO., Ltd.

324-6 SMITH STREET, WINNIPEG

ALSO MANUFACTURERS OF THE CELEBRATED
RAYMOND SEWING MACHINES

U. S. CREAM SEPARATORS

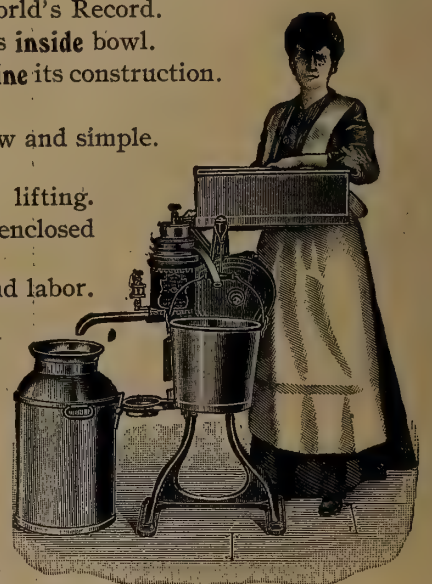
Known all over the country as a thoroughly standard, reliable separator, as well as the most efficient and satisfactory all-round. A U. S. Separator right in your store where farmers can see it, will talk for itself—almost. Just show it up—inside and out—and farmers will buy it because the U. S.

SKIMS CLEANEST—Holds World's Record.
IS SIMPLEST—Only two parts inside bowl.
WEARS LONGEST—Just examine its construction.
RUNS EASY—Users say so.
QUICKLY CLEANED—Parts few and simple.
LOW MILK CAN—
Easy to fill; Saves lifting.
PERFECTLY SAFE—Gears all enclosed
MOST PROFITABLE—
Saves most cream, time and labor.

The impetus of fifteen years success is behind the U. S. You get the benefit of it.

Many thousands now in use everywhere and more thousands going into use just as fast as our big factory can supply the ever-increasing demand. We want you to sell your share of them.

Write us. Send for our Catalogues. Let us send our travelling salesman to see you at once and explain our proposition face to face. That's the best way.



Vermont Farm Machine Co.

BELLOWS FALLS, VERMONT, U.S.A.

having milked by the machine all of January, a special test of four cows was decided on. From February 1st to 14th these were milked by the machine and gave an average production for the fortnight of 483.7 pounds of milk; while from February 15th to 28, during which time the milking was done by hand, the returns for the fourteen days averaged 503.5 pounds of milk per cow. It was found that three out of four cows gave more milk when milked by hand than they did when the machine was employed. Again on the 1st of November ten cows were again put on for a two weeks' experiment. The results demonstrated that eight out of the ten gave more milk when milked by hand, one gave the same amount when milked by the machine as when milked by hand, and one gave less milk when milked by hand.

Summing up in conclusion Prof. Dean says: "My conclusions are:

First.—In the four comparative tests which we have made, in three out of four, the cows gave more milk when milked by hand than they did with the machine. In one test they gave more with the machine than they did by hand.

Second.—Inexperienced milkers may get no more milk from certain cows for a short period than is got with the machine, but a good hand milker will always get more milk than will the machine.

Third.—Cows tend to dry more quickly when milked with the machine. Our experience leads us to believe that the most satisfactory results are likely to be got from young cows that have never been milked by hand.

Fourth.—Special care is needed in the cleaning of the machine. We followed the directions of the manufacturer as closely as we could, and I have no hesitation in saying that the directions given by the manufacturer will not clean the machine. They have to have more care than is recommended by the manufacturer to get them ordinarily clean; and to keep them satisfactorily clean, most of the parts that come in contact with the milk must be boiled once a week, and they ought to be boiled every day.

Fifth.—So far as I can see, at the present time, it will not pay a man having from ten to twenty-five cows to invest \$500 in a milking machine. The man who is milking from fifty to seventy-five

cows may very well consider the milking machine question, especially if he finds it difficult to get suitable hand labor."

In closing the professor gave emphatic utterance to the following paragraph: "I assume full responsibility for what I say. There has been a tendency to throw discredit upon the work which we have done, and there has been an effort to try and frighten us with regard to this question. I want to say to the whole people here that we care not for any man. We give what we believe to be the truth, and when the dairymen of this country do not want the truth,

there will be a vacancy upon the staff of the College. We care not for any manufacturer, or any dairy paper, or anyone else; we stand straight on that question."

Like the dairyman, the dealer desires to know the truth. Prof. Dean has ably covered the field as far as his experiments are concerned, and we know that all classes interested in the production of a successful, efficient, economical and practical milking machine will give earnest attention to his deductions. Sooner or later the mechanical genius of man will solve the problem and then the dream of the over-worked dairyman will be realized.

MAGNET CREAM SEPARATOR

MADE IN HAMILTON, CANADA



PRETTY SOLID-LOOKING SEPARATOR

For nine years this machine has been made and sold entirely in Eastern Canada, commencing to be manufactured in a plant capable of turning out only six machines a day. We have steadily increased this plant until now we turn out over **fifty Magnet Separators each day.** The demand in Eastern Canada was so great for the Magnet that we were never before in a position to take care of any trade in Western Canada. With the recent additions however to our plant we are now in a position to fill all orders from this territory and have opened a permanent branch here, managed by one of ourselves.

The Magnet's construction is entirely square-geared, no worm wheels.

The skimming qualities are unsurpassed.

The Magnet was awarded First Prize at Halifax, Fredericton and St. John Exhibitions.

The Bowl of the Magnet is supported at both ends.

AGENTS WANTED

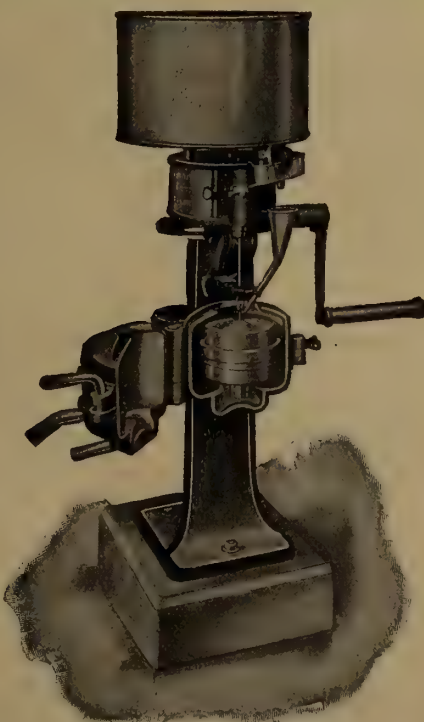
WRITE US OR, IF IN THE CITY, CALL.

PETRIE MFG. CO. Limited

132-134 Portage Ave., WINNIPEG.

THE MERITS OF THE MELOTTE CREAM SEPARATOR DEMAND Your Attention.

MELOTTE'S are swift sellers because their strong selling points are readily recognized and are backed up by high class goods thoroughly tested before leaving the factory.



Better talk the matter of carrying this high-class line over with us at once.

Melotte Cream Separator Co.

WINNIPEG

W. ANTLIFF
Manager

CALGARY

Get the "Manitoba Line"

IT IS A TRADE WINNER.

*Manufactured in the West
for the West.*



We Manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized Iron.

See our New
"CANADIAN PETERS"
Pumps.

Our Proposition
is a Paying One.

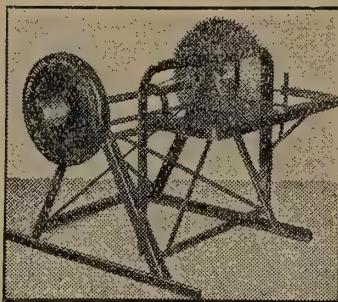


The Famous "MANITOBA" Pumps,
known and recognised throughout the
West as the
"STANDARD OF EXCELLENCE."

The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.



The "MANITOBA" is the most scientifically designed Mill the World has yet produced. Specially constructed to meet Western Requirements.



"MANITOBA" Steel Frame Saw
Absolutely all Steel. Heavy Angle Steel Frame and Table. Note the Steel Cross Braces. "The Best that's Made."

Every Order Referred to Our Nearest Dealer.

WRITE FOR CATALOGUES.

The Manitoba Windmill and Pump Co., Ltd., Mfrs.,

BOX 301

BRANDON MAN.

Box 301

Brandon.

Mr. John Inglis, of the well-known firm of Smith & Inglis, was in Winnipeg for several days a week or two ago.

Mr. Joseph Balfour, president and manager of the Balfour Implement Co., of Winnipeg, was in the city recently on a business trip.

Mr. S. H. McKay, of the travelling staff of the Ontario Wind Engine & Pump Co., of Winnipeg, spent a day or two here during the early part of the month.

Mr. D. W. Watson, of this city, is soliciting stock for an asphalt concern recently formed in Edmonton for the purpose of working the asphalt deposits north of that city.

Mr. H. J. McNeill, the moving spirit in the manufacture of the Northern Belt Shifter, recently went South to look after several interests in connection with this invention.

Brandon has plenty of coal at the present time for immediate use but there is no wood. The Neepawa branch of the C. N. R., over which the most of our wood supply comes, has been closed for the past two weeks.

Mr. John W. Thompson, manager of the Brandon Machine Works Co., of this city, recently went East on a business trip. While away he will visit Montreal, Toronto, Detroit, Chicago, Minneapolis, Winnipeg and other points.

The North West Thresher Co.

have completed and taken possession of their splendid new warehouse and office building here and are now ready to push trade with a vengeance. It is said that this concern are planning to erect a similar warehouse in Regina, Sask., in the spring. The following constitute the company's staff here at the present time: D. B. McLeod, manager; W. H. Grant, sales manager; J. T. Black, accountant; C. C. Roth, salesman; Wm. Gee, warehouseman. Mr. John Britton, of the Regina branch of the company, is in this city for a short visit at the present time.

It is understood that the collection agent for the mercantile agency of R. G. Dun & Co. spent a few days in the city recently offering to help members of the implement and machinery trade in the matter of collections. Seems to the writer that a much easier way to solve the collections problem would be to induce the C. P. R. and the C. N. R. to get their lines cleared up and get cars in to move the grain out. Neither the farmer nor the implement dealer is the party responsible for slow collections this year. The trouble lies entirely with the railroads.

While we are on this subject of blockades and car shortage we might point out how effectual agitation and publicity is in a matter of this kind. Recently the Griswold farmers held an indignation meeting. They estimated that 60,000 bushels of wheat were still to be taken from their district.

GET

the KENTUCKY agency and you will see that it pays to sell a machine that YOU can guarantee.

Kentucky Drills are peculiarly adapted to the needs of the North-West farmer.

ALL STYLES
ALL SIZES.

Send for Catalogues.

The American
Seeding-Machine Co.
Incorporated,
WINNIPEG, Man.

KENTUCKY

Single Disc, Double Disc, Shoe.

"Good as
Wheat in the
Mill."

Grain Drills

Interchangeable.



Strong resolutions were passed condemnatory of the railroads and the meeting adjourned to meet a few days later. In the meantime the press received despatches of this meeting, and when the farmers again went into session it was reported that five cars had arrived, —more than they had had for two months. At many outside points farmers who made application for cars on or before October 15th have not received them yet. Collections are certainly bad but we do not believe that there will be any change until the car shortage is overcome.

Earthquake Destroys Jamaica.

On Monday, January 14th, the island of Jamaica, in the West Indies, was devastated by earthquake and fire. It is reported that over one thousand people were killed and between ninety and a hundred thousand were rendered homeless and destitute. Damage to property in the capital city of Kingston alone amounted to over \$10,000,000. That city, according to reports, is a ghastly scene of wreckage and desolation. Relief is being rushed as rapidly as possible to the aid of the sufferers.

Regina.

Mr. C. H. Lumis, of Bladworth, Sask., sold out his business to Mr. W. Clarke, who took possession on January 1st.

The firm of Marshall & Boyd are comfortably located in their new warehouse on South Railway Street. This building is steam-heated and thoroughly up-to-date in every respect.

Mr. L. T. McDonald, manager of the American-Abell Co., here, recently returned to the office from an extended trip through Alberta. He reports collections slow but states prospects are bright.

The implement trade is well represented in the new Regina city council, Mr. Thos. Wilkinson, of the Fairchild Co., and Mr. L. T. McDonald, of the American-Abell Co., having been elected as aldermen.

Mr. Peter Cooper, manager of the Frost & Wood Co., here, was recently elected as vice-president of the North-West Commercial Travellers' Association. Mr. K. Ross, of the American-Abell Co., was elected local secretary for the Association.

Mr. R. Mickleborough contemplates the erection of a large commodious track warehouse during the coming spring. It is understood that he will transfer for the recently re-organized Winnipeg firm of Tudhope, Anderson & Co.

Messrs. Honeyman & Haultain, who commenced business only a few months ago, are making rapid strides in progress. They are now receiving goods from the Canadian Molin  Plow Co., of Winnipeg, and will handle the local trade as well as the transfer business of this concern.

Mr. L. Butler, manager of the business of the J. I. Case T. M. Co., at this point, has resigned and is leaving for British Columbia where he will reside in future. He is going into the real estate business in Vancouver. Mr. N. J. Rutledge has been appointed manager in his stead.

Mr. J. Sorneson, who has been acting as general representative of Reeve & Co., at this point, recently handed in his resignation. It is his intention to engage in the implement and vehicle business at some point in the West. Just where he will locate is not definitely known.

Mr. N. J. Rutledge, the new manager of the J. I. Case T. M. Co., at this place, recently returned from the East with his bride. On behalf of members of the local trade, as well as the fraternity of Western Canada, we take this opportunity of wishing Mr. and Mrs. Rutledge many years of wedded bliss and abundant prosperity.

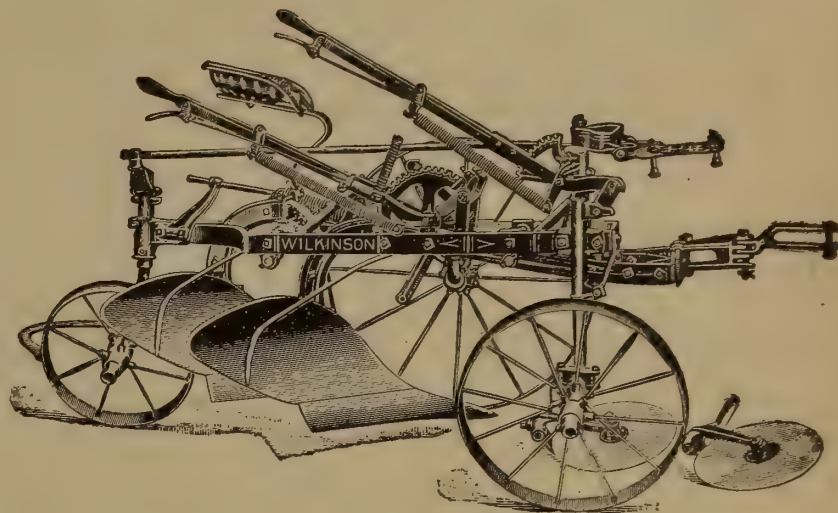
The development of the agricultural implement trade at Regina continues at a remarkable rate. The fact that six million dollars' worth of implements were sold here in 1906 has apparently spurred the big concerns not now represented to establish warehouses. It is announced that the Nichols-Shepard Co., of Battle Creek, Mich., is about to move its western headquarters from Winnipeg to Regina. This concern has purchased a large site here and at least two other large concerns have similar action under contemplation. These will probably move here in the early spring. In addition to this several important Canadian and American concerns which are now doing business here, in only a small way, will open large establishments as soon as spring begins. From present indications the building of warehouses will be one of the features of Regina's constructive program during 1907.

The Wilkinson Plough Co.,

LIMITED,

TORONTO

CANADA.



High-Lift Gang and Sulky Plough, fitted with **genuine foot-lift**, not an **attempt** at a foot-lift attached to old style ploughs.

Isn't that worthy of your consideration, especially when it is only **one** of many other good points?

Another good selling feature is the absolutely uniform temper of our Mouldboards and Shares. They will clean anywhere.

All castings are made extra strong, and will not cause your customers loss of time and money by having to constantly replace them.

All these things count in your business, and help to build it up for you.

We have also a full line of Breaking, Stubble and Combination Ploughs. Write for Catalogue.

"EVERYTHING FOR CULTIVATING THE SOIL."

SOLE AGENTS FOR THE WEST:

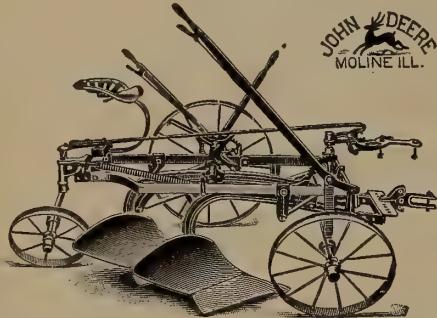
The Stewart-Nelson Co., Ltd.

WINNIPEG.

The JOHN DEERE

The Great New Deere Gang

The Plow without a Peer



A Veritable World Beater—in the Field
—in Construction—as a Seller

Covered with Attractive Features—Equipped with Beam Hitch—Close adjusting Clevis—High Foot Lift—Combined Foot and Hand Lift on the Gang—Foot Trip—Cushion Spring on Land Axle—Dust-proof, Long Distance Wheel Boxes.

GETS THE BUSINESS

Because it is better made, is a better plow, and does better work than any other plow on earth.

Because it is known and approved by farmers the world over as "the plow of quality."

Because on merit it has found its way to more than a million farms.

Because it is made in over a thousand styles to fit every soil and every purpose.

Because when a farmer loads a DEERE PLOW in his wagon he knows he is driving home with the best plow in the world.

One-third of all the steel plows in use in this country to-day are
JOHN DEERE PLOWS

DEERE & COMPANY, Moline, Ill., U.S.A.

Canadian Agents

The FAIRCHILD COMPANY Ltd.

WINNIPEG

REGINA

CALGARY

MONITOR DRILLS

DOUBLE DISCS
SINGLE DISCS
SHOES AND HOES

DOUBLE DISCS

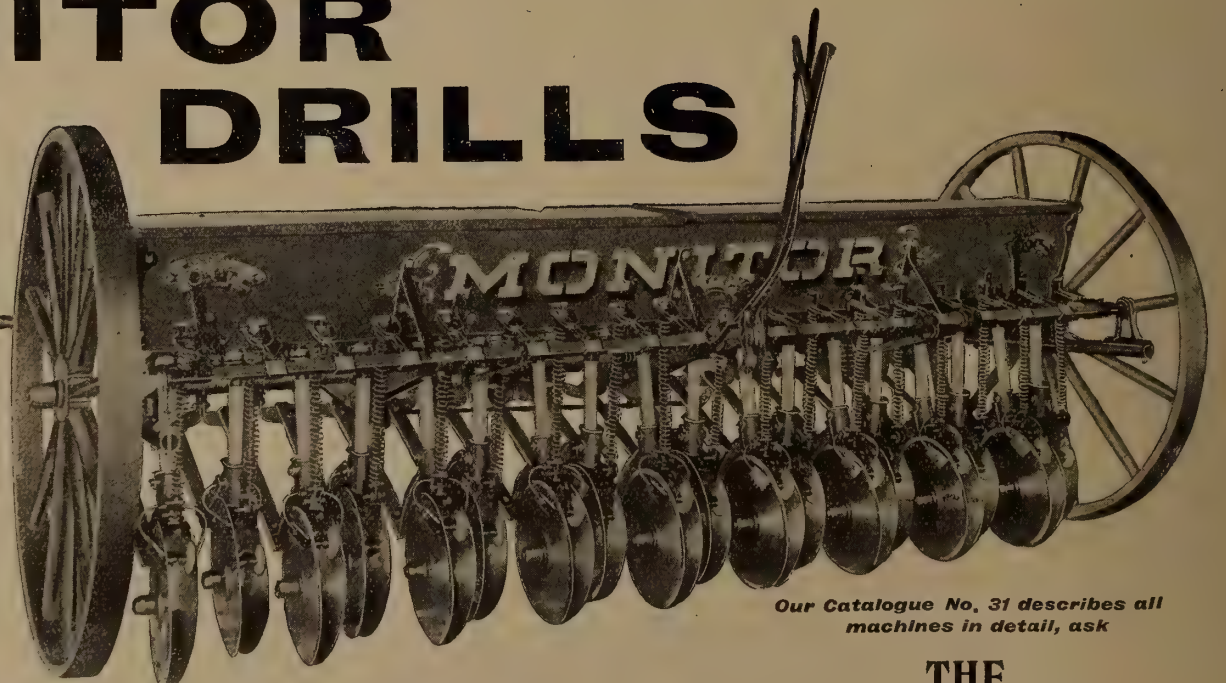
We have overcome all difficulty heretofore encountered with our Double Discs. We guarantee these Drills to work right, without clogging in any soil, under any condition that any drill made can work in, and in addition to this, they deposit all the seed at the bottom of a clean wide furrow in two rows, spreading the seed further apart than any other makes of Drills, and cover all seed uniformly.

SINGLE DISCS

Drop the seed in front of the axle with the downward turn of the Discs. The discs thereby aid to carry all the seed to the bottom of the furrow. Discs sowing behind the axle with the upward turn of the Discs, tend to carry the seed out of the furrow and drop a large portion on top of the ground.

DRAW BARS

Are flat and straight. There is no strain on the bars up or down, its all sideways. We have the strength where it's needed. No wobbling, no getting out of alignment, no breakage.



Our Catalogue No. 31 describes all machines in detail, ask

THE
Fairchild Co.
Limited

WINNIPEG REGINA CALGARY

OR

MONITOR DRILL CO.
MINNEAPOLIS, MINN.

Smut Evil—Its Cause and Cure.

The following interesting article on the above subject is from the pen of Mr. J. W. Hughes, of Minneapolis, Minn., and appeared in a recent issue of the North-western Agriculturist:

Every grain grower knows that the question of stinking smut in grain is a serious one. Never in the history of the Northwest has smut existed to so great an extent as in 1905. In fact, so prevalent were its effects that by lessening the yield and lowering the grades it caused the loss of over \$10,000,000 to South Dakota alone. Not only this, but another unusual feature was noticed and that is, so dense was the smut dust while threshing that when touched by a spark, either by friction or from the engine, it at once produced a spontaneous combustion which resulted in the explosion of the threshing machine. This happened to something over forty machines and in most cases the entire threshing outfits, grain and all, were consumed by fire.

Every possible avenue imaginable was exploited to ferret out the real cause of smut, and, as on all other subjects of importance, opinions were somewhat diversified, some claiming that the disease was in the ground and that as long as grain was planted in fields where smut once existed the crop would show smut. Others expressed an opinion that no matter what the soil conditions might be, the smutty condition of the crop would be the result of favorable climatic weather to produce smut.

But long and untiring efforts on the part of the experiment stations to arrive at the real cause demonstrated that both of the above opinions were erroneous, and they have discovered beyond a question of a doubt, that the direct cause of the stinking smut in wheat is nothing more or less than the result of smut spores that adhere to the seed grain kernels which, when planted untreated, will produce smut.

It is a well known fact that a smut ball contains a very large amount of smut spores which are fine like dust, and when the smut ball is broken its contents are blown about by the wind, and when thus blown they adhere to the grain kernels and there they remain. When the grain kernels are put into the ground and sprout, the smut spore also develops with the sprout and when the product of the grain kernel matures, it invariably consists of nothing but a full fledged head of smut balls, each consisting of a large quantity of smut spores, enough to paint a very large amount of grain.

This being so, there is no pos-

sible way for smut to exist except by being planted. This is now the universal opinion and a large majority of the farmers have acted on this theory and have made it a practice to wash their seed grain before planting, and where the washing was thorough it resulted in a great deal of good.

There has also been considerable experimenting on the different remedies offered to prevent this evil, and a number of them have been found effective, as will be observed from the several bulletins issued by the experiment stations. But the general opinion is that the use of Formaldehyde (or formalin, as it is more generally known in Western Canada) which was discovered by Prof. H. L. Bolley, of the North Dakota Experiment Station, has given the best satisfaction. It not only treats the seed grain better, but it results in a larger yield and those who have tried it have found that a thorough treatment of seed grain with Formaldehyde of forty per cent. strength resulted in an absolute elimination of smut.

There are, however, a great many farmers who have been less fortunate; after treating their seed grain with Formaldehyde they produced smut. But it has been invariably found that these unfortunates have been either swindled on the Formaldehyde being furnished with a weak or adulterated article instead of that of standard strength, or forty per cent., or else it is the result of careless and indifferent application of the solution to seed grain resulting in an unthorough treatment, and the results, therefore, have not been successful. Let it be thoroughly impressed on the minds of the grain growers that there are two important features necessary to successfully treat seed grain to prevent smut. First, the Formaldehyde must be of standard or forty per cent. strength. Second, it must be thoroughly applied. Both of these features are of paramount importance. Thorough application of Formaldehyde of less than standard strength is of no consequence, neither is Formaldehyde of a standard strength carelessly applied of any value.

There are several methods of applying this treatment. Spreading the grain on the floor of a granary, and sprinkling the Formaldehyde on the grain and shoveling it over several times is a common practice. But this requires the utmost care, as it is a very difficult matter to do, and very few accomplish it so as to produce satisfactory results. Another method used by some is to sack the grain and submerge in the solution and then take out and allow the solution to drip out. But it stands to reason that this is not a practical method, as the grain does not get an even treatment.

There is no possible way of treating the seed grain so that absolute prevention can be relied up-

on, except by passing the grain through the solution and that in such a way as to give the solution an opportunity to remove smut balls. Smut balls are light weight and will float, consequently, by subjecting the grain to the solution unconfined the solution has direct control on the grain, and performs a perfect separation of the smut balls from the grain. Unless the smut balls are removed they become broken by the feed cups of the seeders and the smut spores contained in them paint the seed over and the treatment is rendered useless. Especially is this true of treated grain, as after treating the grain is damp and the spores adhere to the kernel all the more readily.

There are a number of machines on the market designed for the purpose of applying the Formaldehyde solution to the seed grain. A few of them are the result of many years of careful study by responsible manufacturers to produce a machine that has the appliances necessary to thoroughly do the work, while others have hobbled up on a spontaneous realization of the need of such a machine and have put a few pieces of material together and call it a smut treater, merely for a momentary personal gain.

While the facts as above outlined would go to show that a practical machine is indispensable to perform the work thoroughly, still the grain grower should be on

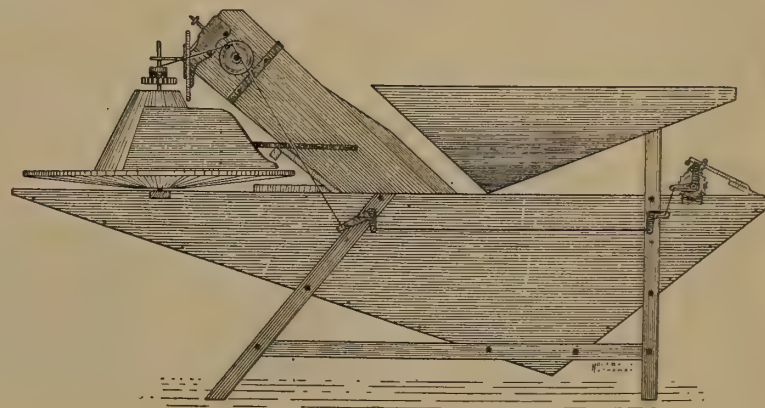
his guard as to the type of a machine he buys. This is too serious a matter to juggle with, as a successful application of the solution means a good many hundreds of dollars to every farmer, while an unsuccessful application results in considerable damage and disappointment. The farmer should be his own judge in the selection of a machine for this purpose, and while looking around for a machine he should keep in mind that the work to accomplish is:

First, to take the smut balls out of the grain. Second, to bring every individual kernel in contact with the solution in such a way that it will be thoroughly wet over the entire surface.

When a grain grower finds a machine that the dealer will guarantee to do the work outlined above, one that has been tested and tried, then that is the machine for him to buy, and he cannot afford to let a few dollars stand in his way, for it is a great deal cheaper to pay the price for a machine that he knows will do the work thoroughly, than to fool away his time with one that is of no consequence.



GRAIN IMMERSION PICKLER



Cowan Immersion Current System.

The only Pickler which uses Bluestone or Formalin

TREATS OATS AS WELL AS WHEAT

With Cleaning Attachment guaranteed to remove
99 per cent. of wild oats

WRITE US FOR FULL PARTICULARS

CANADA WEST MANUFACTURERS
LIMITED

UNION BANK BUILDING, WINNIPEG.

Calgary.

Mr. D. McKillop, of the Fairchild Co., here, recently left on a trip to the coast and other British Columbia points on business.

Mr. P. L. Grasse, the well-known implement dealer of Innisfail, Alta., spent a short time in the city recently, en route to the Coast, where he will spend a short holiday.

Alderman L. T. McDonald, of Regina, manager of the American-Abell Co., at this point, was in the city for a few days recently on business in connection with his firm's interests.

Mr. F. Carscallen, one of the travelling staff of the local branch of the Massey Harris Co., recently returned from the East with his bride. We wish both Mr. Carscallen and his wife a long, prosperous, and happy married life.

Among recent visitors to town were noticed the following members of the implement fraternity: Mr. George Becker, Crossfield; Mr. A. N. Stinson, Okotoks; Mr. W. Springbett, Red Deer; Mr. Geo. Heathershaw, Magrath, and Mr. P. L. Grasse, Innisfail.

Mr. J. P. Minhinnick, general agent for the Frost & Wood Co., of this city, accompanied by Mrs. Minhinnick, spent the Christmas holidays at his home in Churchbridge, Sask. He reports having had a very enjoyable trip. While away Mr. Minhinnick took a flying trip to Winnipeg.

The Fairchild Co. are now comfortably settled in their new office and warehouse building and are cordially welcoming all old friends and also new comers. This place is one of the finest of its kind here and a decided credit to the Fairchild Co.

Another eastern manufacturing firm, with branch factory at Winnipeg, recognizes that this is the chief distributing point for the province of Alberta, and therefore have decided to establish a branch warehouse at this point. This

concern is the Wm. Gray & Sons Co., manufacturers of carriages, etc., whose president, Mr. Robert Gray, was in the city looking into conditions about a month or so ago. While here he purchased property on Tenth Avenue, between First Street East and Centre Street, and a warehouse will be erected without delay.

One of the oldest implement houses in Calgary changed hands recently, when Mr. E. J. Fletcher purchased the business of Mr. R. A. G. Bell. For many years Mr. Bell has acted as transfer agent for the Fairchild Co., of Winnipeg, at this point, in addition to representing the Deering division of the International Harvester Co. It is understood that Mr. Bell will take a well earned holiday for a time, and expects to make an extended visit to friends in the East before getting into harness once more. Mr. Fletcher will continue to handle practically the same lines as his predecessor, but will not look after the transferring business of the Fairchild Co., acting merely as their local agent.

Collections, one of the main thoughts of the implement jobber and dealer these days, are not as favorable as they were earlier in

the season. The exceedingly cold winter, accompanied by more snow than is usual in this country, has put things back and there is still considerable threshing to be done in many districts. Cars are not to be had, elevators are filled up, consequently money and everything else is at a standstill at the present time. The percentage of money collected is away below that of last year, although we believe that with the advent of warm weather and a better transportation service, as a result, this condition would be rapidly remedied. It is hoped we will be able to make a better report before another month.

Makes a Change to Journalism.

Mr. Frank M. Magill, assistant manager of the advertising division of the International Harvester Co., resigned his position on January 1st, to become connected with the publishers of Farm Life, Chicago, a publication in which he is financially interested to a considerable extent. On the eve of his departure from the services of the International company the staff of the advertising division met and presented him with a handsome portmanteau, accompanied by an appropriate letter.

Since 1891 Mr. Magill has been

The National Machine Co.
430 1/2 MAIN STREET, WINNIPEG
SOLE DEALERS
SMITH PREMIER TYPE-WRITERS

The PETERS Double Cylindrical FORCE PUMP

The Best Hand Force Pump that Money Can Buy

The most profitable to the dealer. The most satisfactory to the consumer. It's a pump that pleases everybody.

It has double the capacity of any other Pump because it has Two Cylinders. You save 50% labor and 50% wear on your pump.

There is no rod inside the pipe to obstruct the flow of water or cause friction.

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump

We want every Dealer to investigate.

MANUFACTURED BY
PETER'S PUMP CO., KEWANEE, ILL.

W. JOHNSTON & CO., Limited
General Agents : WINNIPEG

Travelling Salesman Wanted
By an American Manufacturer, for Alberta, to Sell a High-Grade Cream Separator that has already been introduced. Give age, experience, education, salary expected, etc.—Address "Cream Sep.," Canadian Farm Implements, Winnipeg.

LLOYD'S Handy Low Down Suspension Wagon Spring Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your Supply of Wagons short Seats, and give this Seat a Trial.

Read what a Dealer says :

Heward, Sask.,
January 31st, 1906

In regard to the Handy Wagon Seats purchased from you would say that they have given us the greatest satisfaction. Customers to whom we have sold this seat are perfectly satisfied and say it is in every way superior to the old style seat. We shall be only too pleased to answer any enquiries regarding this matter, as we believe this will replace the old style seat.

Yours truly, NAISMITH BROS.

AGENTS WANTED

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

BINDER TWINE

WE can handle any order from smallest to largest as we control the output for Western Canada of three large well-appointed factories—two in Canada and one in United States.

New machinery, careful supervision, and selected fibre result in a reliable twine.

The brands are well known.

"Standard" Sisal	-	-	-	500ft.
"Star"	"	-	-	"
"Tiger" Standard Manila	-	-	-	550ft.
"Star"	"	"	-	"
"Red Cap" Manila	-	-	-	600ft.
"Star"	"	-	-	"
"Blue Ribbon" Pure Manila	-	-	-	650ft.

Good twine, prompt deliveries, large stock for repeat orders, prices right, are our arguments.

Write to-day for samples and our proposition for live agents.

MERRICK, ANDERSON CO.
WINNIPEG.

connected with the harvesting machine business. At that time he joined the staff of the McCormick Harvesting Machine Co., remaining in their employ until the organization of the International Harvester Co. He had charge of the publicity department of the McCormick Co. at the time of the amalgamation, a position in which he achieved signal success. While we regret to record Mr. Magill's departure from the implement field it is with pleasure we mark his addition to the ranks of journalism.

Another Step Forward.

A few years ago the Cockshutt Plow Co. realized that the development of the Great Canadian West and the big scale on which farming operations are carried on here, demanded the manufacture of a practicable plow for use with traction engines. They at once brought the inventive faculties and practical experience of their construction department to bear on the matter, and after a careful study and many patient experiments, succeeded in producing an engine gang that adequately fills

the requirements demanded in a steam plow.

In this connection they recently issued a catalogue entitled "A Revolution in Steam Plowing." Within its covers are found a number of pages of most interesting matter descriptive of their plow, together with numerous engravings showing its construction. There are also a number of illustrations showing the plow at work in the hands of purchasers. In their foreword the company say: "Our effort has been in this, as in all our other lines of manufacture, to produce by means of high-class material and competent workmanship, an article that will give lasting service and unvarying satisfaction."

A copy of this catalogue will be gladly mailed by the company to every dealer making application for same. As every dealer is more or less interested in the steam plowing problem, whether he is handling the Cockshutt line or not, it is imperative that he be fully informed on everything appertaining to this department of his business. The company, as well as ourselves, will appreciate it if you mention our paper.

Note the Change in Name.

Realizing that the needs of the West in agricultural implement and vehicle lines is constantly growing and therefore that greater capital and fuller representation is necessary throughout the country if the demands are to be efficiently and satisfactorily met, the firm of H. F. Anderson & Co. recently reorganized, admitted new interests allied with the Tudhope Carriage Co., of Orillia, Ont., and will in future be known as Tudhope, Anderson & Co. The following officials were elected for the ensuing year: president, Mr. James B. Tudhope; vice-president, Mr. J. J. Bryan; secretary, Mr. R. A. Sutter; general manager, Mr. Harry F. Anderson, and manager of Calgary branch, Mr. S. H. Roe. In addition to the erection of a branch house at Calgary, which was finished some little time ago, this company have completed arrangements for a transfer house at Regina, which will be looked after by Mr. Robert Mickleborough. As in the past, this concern will continue to handle Emerson Foot-Lift implements, Tudhope car-

riages, cutters, etc., Chatham wagons, Dominion Wrought Iron Co., trucks, as well as several other profitable lines for the dealer.

Have Opened Western Branch.

As we announced some time ago was their intention, the Petrie Mfg. Co., of Hamilton, Ont., manufacturers of the Magnet cream separator, have established a branch for Western Canada at 132-4 Portage Ave., this city. As will be seen by reading their advertisement in this issue, the company advance an excellent reason as to why they have not entered this field previously. Mr. Thomas S. Petrie, who will have entire charge of the company's business in the West, recently informed us that they were exceedingly well pleased with the outlook and believes that prospects for the sale of cream separators are increasing day by day. We understand that the company recently purchased a site here and intend to erect a warehouse and office building during the coming spring. They will be pleased to mail any dealer copies of their catalogue upon receipt of application.

Montreal

Toronto

Winnipeg

Vancouver

The Canadian Fairbanks Company, Limited

FAIRBANKS

STANDARD SCALES

FAIRBANKS-MORSE

GAS AND GASOLINE ENGINES

We are open to make arrangements for the sale of our Standard Scales and Gasoline Engines on an Agency basis, where we have not already Agents selling the Scales by which all others are judged, and the Engines, which have earned their reputation by standing up to their work, by economy of fuel, and by living up to our guarantee. Get into line and write for particulars.

The Canadian Fairbanks Company, Limited

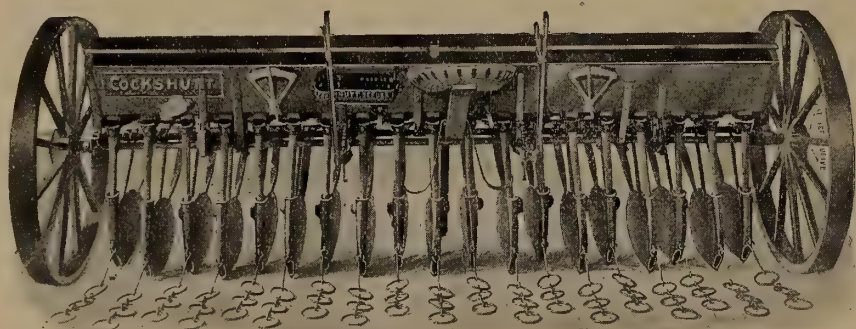
92-94 Arthur Street, 93-95 King Street, WINNIPEG

SUCCESSFUL BUSINESS IS BUILT UP BY SEIZING OPPORTUNITY

Every article shown here spells *OPPORTUNITY FOR YOU*. You will make more money with the **COCKSHUTT LINE** than with any other. **Dealers who hold our contracts get the profit they are led to expect.**

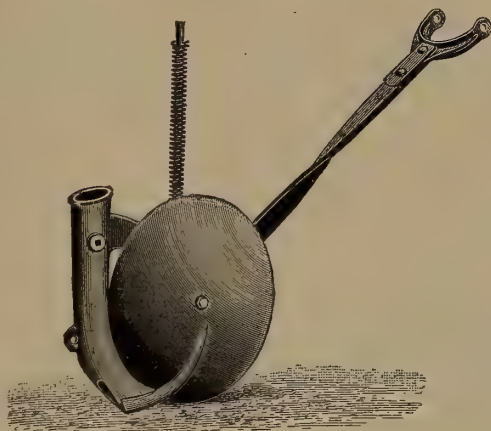
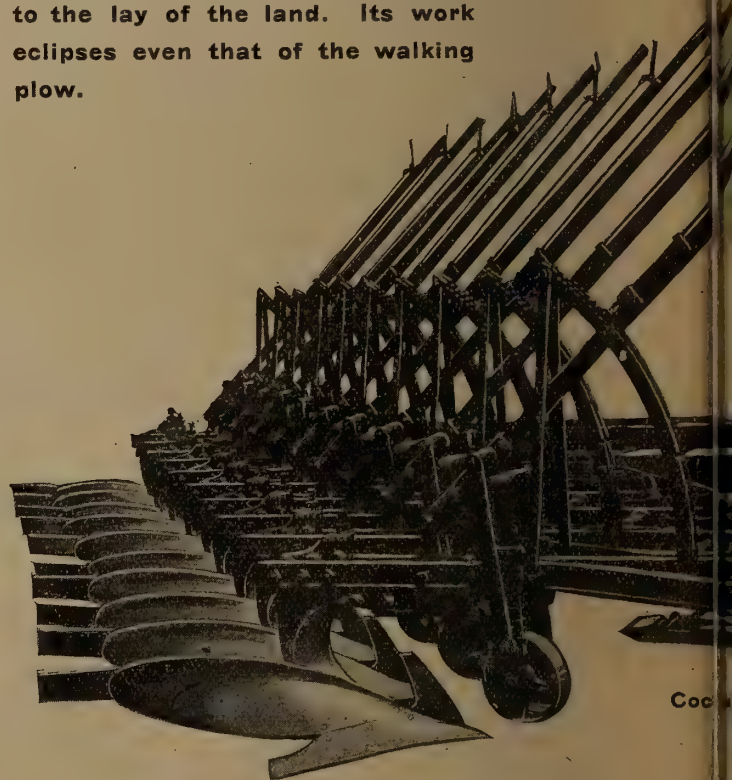
We have been continually alive to the needs of the Western Farmer. As we have made study and expense to fill it. The result is the most thoroughly complete and wonderful ever manufactured. **We have the pleasure of seeing our goods preferred by the farmer.** The reward of our strenuous efforts is a tremendous, ever-increasing trade. **Why not share it?**

OUR REWARD IS YOUR OPPORTUNITY

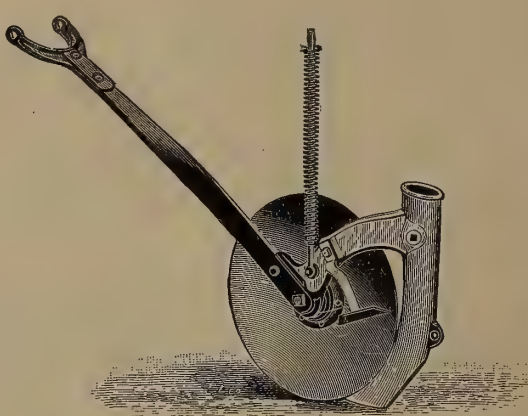


Cockshutt Single Disc Drill. - Made with 14, 17, 19 or 22 Shoes

Ten 14-inch plows, working independently, automatically adjusting themselves to the lay of the land. Its work eclipses even that of the walking plow.



Single Disc Shoe (Convex Side).

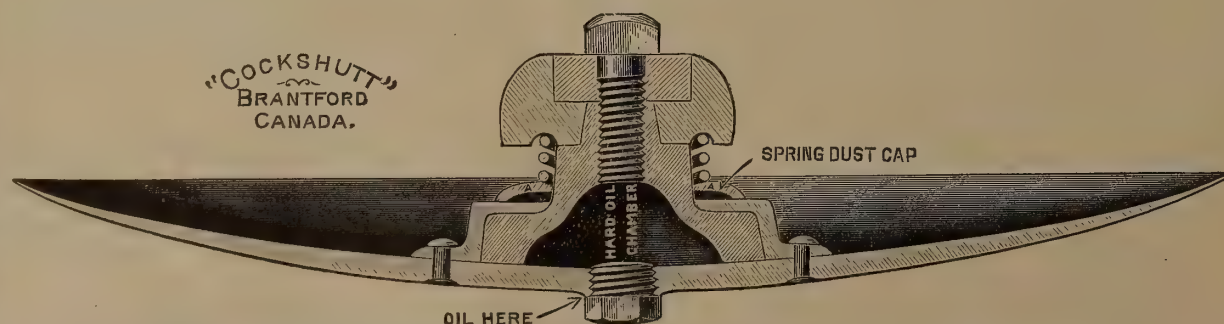


Single Disc Shoe (Concave Side).

Our Single Discs do not clog in gumbo or trash. The bearings are dust-proof, continually running in oil, and are as hard as flint. After years of use they show no wear. We know this from personal examination.

You have heard of the marvellous success of our line. We are receiving orders almost daily. They have been using

Send for our new illustrated catalogue



Sectional View of Single Disc Bearings, showing dust-cap and self-oiling device. No dust can get in nor oil leak out.

We extend a hearty invitation to visit us during

COCKSHUTT

WINNIPEG

ORTUNITIES

get and *hold* more new trade
have no difficulty in getting

the need we have spared no
successful line of implements
the American settler. The
in our startling success?

TUNITY!

**SIMPLE
STRONG
Successful**



Engine Gang, with platform detached, showing construction of frame.

Engine Gang. It will be no trouble for you
from those who are discarding the plows
engine work.

Revolution in Steam Plowing."

to all Implement Dealers to
Winnipeg Bonspiel.

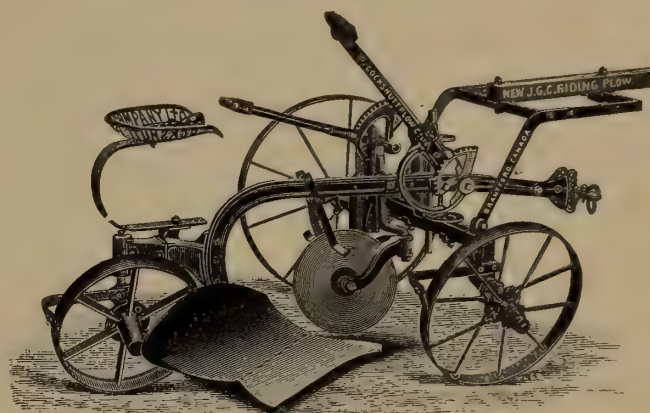
LOW CO., Limited
WINNIPEG CALGARY

Stubble Plows, Breakers and
Combination Plows, in varieties
to meet every condition. Each
the leader of its class.



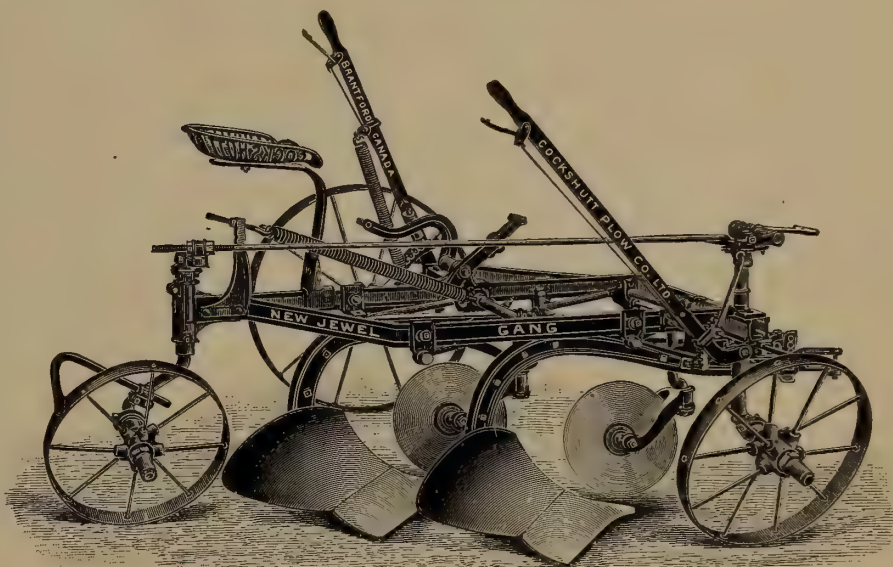
Brantford Breaker

Our J. G. C. Sulky has, with im-
provements from time to time, stood
the tests of twenty years, and is
still the most popular plow in the
West—particularly when equipped
as a breaker.



J. G. C. Sulky

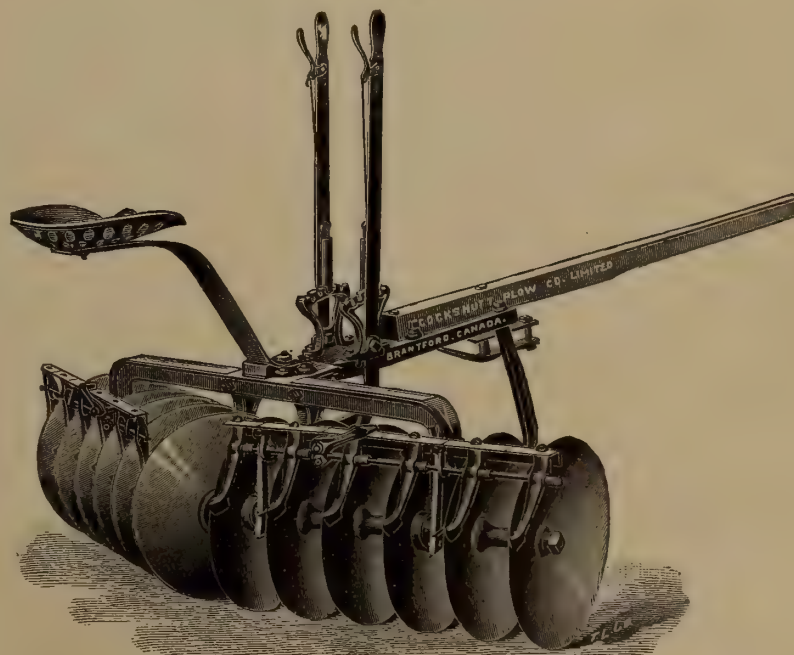
Our Jewel Gang
embraces every
feature of the per-
fect modern plow.
It is light in draft
and is easily han-
dled. Besides this
—and which is
very important—
it excels all others
in strength and
durability.



Jewel Gang

Cockshutt Disc Harrows
are strong and lasting,
complete and up-to-date.
The journals are dust-
proof. The maple box-
ings insure long service
and are easily replaced.

Diamond and Clip Har-
rows strongly constructed
of the best material—equal
to the roughest service
demanded.



Cockshutt Out-throw Disc Harrow. — Made in 11 sizes.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by

Canadian Farm Implements, Ltd.

901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

SUBSCRIPTIONS.

Fifty Cents per year. Single copies Five Cents
[Postage Paid Anywhere.]

ADVERTISEMENTS.

RATES MADE KNOWN ON APPLICATION.
Change of Copy for Advertisements should reach
this office not later than the 5th of each
month—Cuts and Copy for New Adver-
tisements can be received as late as
the 10th of each month.

This paper does not undertake to endorse
opinions that may be expressed in its corre-
spondence columns.

F. D. BLAKELY - President and Manager.
P. G. VANVLEET - Vice-President.

Member Western Canada Press Association

EASTERN OFFICE:

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CHICAGO OFFICE

4601 Champlain Avenue.

A. S. CORE - Representative.

Entered in Post Office at Winnipeg as second
class matter.

WINNIPEG, MAN., JANUARY, 1907.

Compulsory Settlement of Trade Troubles Not Practicable.

A question that is more or less in the public mind at the present time is that dealing with the matter of compulsory arbitration and settlement of all labor disputes. In view of the recent action of the Dominion Department of Labor in bringing a bill before the House for this purpose, the subject is being freely discussed in all parts of the country and many different expressions of opinion are being freely made concerning it. To the man in close touch with conditions and who realizes that Canada is just beginning to get her footing in the industrial world the subject is a most important and interesting one.

As every implement dealer is aware there were many strikes, lockouts, etc., in Canada during 1906. There were many causes of friction between the employer and employee and, as every person must admit, those resulted in great injury and loss to the country and to thousands in Western Canada meant the greatest hardships and suffering, and, from the standpoint of our highest type of citizenship, were altogether undesirable. Because of these troubles, a number of which took place

right in our midst, we believe that compulsory arbitration as a means of leading to a settlement of labor troubles would be a step in the right direction and an excellent thing for the country, but we are equally confident that compulsory settlement is utterly impracticable and we sincerely doubt the wisdom of forcing such a condition on the country, if such is the intention.

How can compulsory settlement be enforced? Everyone knows that it is quite possible to lead a horse to water but everyone surely is equally wise to the fact that once having got him there it is not always possible to make him drink. It would be the same in connection with compulsory settlement. Both parties involved in the dispute might readily enough state their grievances before a board of arbitrators, but that either or both would assent to the findings of that board is debatable and, if not, how could the findings of the board be enforced?

Let us take an example. Supposing two parties, one employing help and the other accepting employment, had friction that resulted in the calling of a board of arbitration. The board decides against the employer in favor of his employees. The employer, however, feels that in his own interests he cannot accept the ruling of the arbitrators; how, then, in the name of our constitution, is he going to be forced to do so? Above and beyond everything else the country is a free country. If a man has not the right to run his business as he considers in his own best interests, and if we put such a ban upon him as compulsory settlement are we not trending backward toward the days of slavery? The same applies to the employee. Supposing the decision is altogether opposed to his views and he refuses to accept the finding of the board of arbitration, are his personal liberties to be encroached upon, and will he be told: "You must work." Would this not also be slavery?

As stated before, compulsory arbitration is desirable, but that is as far as the matter should be carried. We are confident that in public opinion lies the solution of the rest of the problem. When the findings of the arbitrators are placed before the people and they have an opportunity to weigh and consider the different arguments presented and the decisions rendered,

the contending parties will readily become aware upon which side public opinion rests and in that lies, to our mind, the readiest solution of our trade troubles.

With settlement made compulsory, the whole country would be continually in a condition of turmoil and strife. Instead of capital and labor being drawn together and united into one harmonious whole, settlement by compulsion would only be another barrier between them, and in days to come would serve to make the line of demarkation more apparent. Against individuals the law can act with little trouble, against great bodies of men it would avail little. In union the strength of our country lies and likewise in the industrial as well as in the labor world the same conditions exist. If by the erection of a wall, such as compulsory settlement would surely create, we divide one class against another, conditions in the future would not be enviable. "A house divided against itself cannot stand."

George A. Hall.

We announce, with sincere regret, the untimely death of Mr. George A. Hall, accountant for the Fairchild Co., at Calgary, Alta., which took place from meningitis on January 3rd, after a brief illness of only five days. Mr. Hall was well known to many members of the Alberta trade and also among members of the implement fraternity in other portions of the West. For the past year and a half he was connected with the Fairchild Co., previous to which he was with the Winnipeg branch of the Frost & Wood Co., for a similar period. He was twenty-five years and five months old, and was extremely popular with his friends and acquaintances. His parents moved from Portage la Prairie, Man., to Calgary last September and he resided with them. His brother, Mr. W. E. Hall, is accountant for the Frost & Wood Co., at that place. We know the trade will join with us in extending sincere sympathy to the bereaved relatives.

Twine Prices Announced.

On Monday, January 14th, the International Harvester Co. announced the following schedule of prices for binder twine:

Sisal 9½c.
Standard 9½c.

Manila (600 ft.) 12½c.
Pure Manila 14c.

The quotations are for small lots. On lots of 10,000 pounds the price is ½ cent and on car loads ¼ cent less. These figures are all f. o. b. Chicago or points taking like rate of freight. In order to reach Western Canada prices dealers must add 75 cents per 100 pounds f. o. b. Winnipeg.

In connection with this announcement Farm Implement News says: The prices named represent a reduction on sisal and standard and an advance on the two manila grades. The company's 1906 schedule announced March 1st, 1906, placed sisal and standard at 10 cents, 600 ft. manila at 12 cents and pure manila at 13 cents. As compared with those prices the rates just announced are ½ cent lower on sisal and standard, ¼ cent higher on 600 ft. manila and 1 cent higher on pure manila. The standard manila grade, quoted last year at 11 cents, has been abandoned.

Plymouth Prices.

Lindsay Bros., Milwaukee, selling agents for Plymouth twine, announced the following prices Jan. 16: Standard (500 feet) 9½ cents; sisal (500 feet) 9½ cents; M grade (550 feet) 10½ cents; L grade (600 feet) 12½ cents; pure manila (650 feet) 13½ cents. Discount for 10,000-pound lots ½ cent, carloads ¼ cent.

W. G. McMahon, Winnipeg representative of the Plymouth Cordage Co., corroborates the above figures plus 75c. additional per 100 pounds to cover freight and handling Winnipeg.

Bonspiel Dates and Rates.

The nineteenth annual Bonspiel of the Manitoba branch of the Royal Caledonian Curling Club of Scotland, and other affiliated branches, will be held in Winnipeg from February 6th. to 18th. Reduced railway rates have been granted on all lines; viz., one way first-class fare from all points between Port Arthur and Moose Jaw, for the round trip. Tickets will be on sale for curlers good going February 3rd, returning February 20th. For the general public tickets will be good going February 8th, returning 20th February.

Norris Co., Assigns.

The Norris Implement Co., of this city recently made a voluntary assignment in favor of their creditors. From a statement of their assets and liabilities, compiled by the official assignees, Newton & Davidson, we note that the assets of the company are \$67,226.16, and the liabilities \$34,668.32; thus showing an apparent surplus of \$32,557.84.

Personals.

Mr. J. Aylwin has taken over the business of Mr. H. Woodman at Rathwell, Man.

F. J. Longe & Co. is opening up in the implement business at Battleford, Sask.

Mr. W. J. Nesbitt, of Stonewall, Man., was in town on business a week or so ago.

Mr. George Sleep recently opened up in the implement and vehicle business at Morden, Man.

At Fielding, Sask., a new firm, known as Abbott & Fairbairn, recently opened up in the implement and vehicle business.

R. J. Bridgetts recently succeeded to the harness establishment of E. M. Carsons, Okotoks, Alta.

We regret to announce the death of Mr. H. W. Lea, of the firm of Yardley & Lea, Estevan, Sask.

Mr. A. E. McCaul has just opened up in agricultural implements and machinery at Drinkwater, Sask.

Denis & St. Marie is the name of a concern which recently opened up in the harness business at St. Boniface, Man.

The Crawford Co., Ltd., dealers in agricultural implements at Neepawa, Man., have been succeeded by Mr. John Crawford.

Mr. Wm. Breeze, implement dealer at Estevan, Sask., was in on a hurry-up trip to Winnipeg jobbers during the past month.

Mr. E. J. Sharp, secretary of the Indiana Mfg. Co., of Indianapolis, Ind., was in Winnipeg and through the West recently on a collections trip.

Mr. J. B. Cosgrove, general traveller for the Balfour Implement Co., visited the head office of the company here a few days ago.

The firm of Stewart Bros., engaged in the hardware and implement trade at Rosenfeld, Man., was recently succeeded by Stewart & Smirl.

Mr. S. Lawson, for twenty years in the employ of the Massey-Harris Co., recently resigned to join the staff of the Cockshutt Plow Co., of this city.

Mr. D. P. Duncan, of the travelling staff of the Cockshutt Plow Co., of this city, is spending a month's visit to the factory of the company at Brantford.

Perron Bros. is the latest firm to commence in the implement and vehicle business at St. Anne, Man. They opened up there about a month or so ago.

Mr. R. A. McCready, manager of the Northern Iron Works Co., of this city, recently left to spend a month or six weeks at the Pacific Coast.

Mr. T. M. Scott, Morden, Man., a hustling implement dealer of that place, was in town on business a couple of weeks ago.

The Aberdeen Supply Co., of Aberdeen, Sask., dealers in all kinds of implements and machinery, recently sold out to a firm known as Neufeld, Epp & Co.

H. M. McKenzie & Co. is the name of the firm that recently succeeded to the implement and vehicle business of Mr. H. M. McKenzie & Co., of Battleford, Sask.

Horner & Hutchinson, who have been doing a harness business at Lethbridge, Alta., sold out a few weeks ago to a concern known as Riley & McCormick.

Mr. T. Myles, general traveller for the Balfour implement Co., of Winnipeg, was here for a couple of days recently, prior to going East on a short holiday trip.

Mr. John Gibson, manager of the Saltcoats Trading Co., of Saltcoats, Sask., spent a few days in the city recently on his way back from a holiday jaunt in Ontario.

Mr. T. C. Bulloch, agent for the Balfour Implement Co., of this city, at Crystal City, Man., was in on a short visit to the company's headquarters here a short time ago.

Mr. E. Cahill, Western sales manager of the Wm. Gray & Sons Carriage Co., whose headquarters are in this city, recently made a hurried trip to several points in the West.

Mr. C. H. Lummis, who has been engaged in the implement business, along with other interests, at Bladworth, Sask., sold out a short time ago to Mr. W. J. Clarke.

Messrs. Waite and Cochrane, of the travelling staff of the Fairchild Co., who were in the city during the holiday season, are back on the road again. Both are most optimistic concerning the outlook for the future.

Mr. Al. Wright, of the firm of Wagner & Wright, implement dealers at Plum Coulee, Man., recently sold out his interest in this business and has gone to Vancouver, B. C., to reside.

Mr. Archie Watson, manager of the John Watson Mfg. Co., of this city, recently started for Regina on a short trip, but owing to snow blockades he did not go further than Carberry, Man.

Mr. G. C. Beeman, manager of Beeman & Co., manufacturers of the Jumbo grain cleaner, recently returned to the city from a trip South. While away he visited Minneapolis, St. Paul, and several other points.

Mr. Archie Forest, implement dealer at Manitou, Man., was in the city on a business trip recently. He reported first-class conditions in the Manitou district with the exception of collections, which are very slow.

Mr. C. P. Roberts, accountant of the Paris Plow Co., of this city, recently returned to the office from a holiday trip to his home in Paris, Ont., where the factory of the company is also located. While away Mr. Roberts called at Brantford and one or two other points.

Mr. J. E. Glennie, of the popular firm of Glennie & Rogers, Macdonald, Man., was in town for a day or so recently. Mr. Glennie reports a fine season's business during 1906, and states that despite adverse conditions collections have been fairly satisfactory.

Mr. Thomas Bellamy, president of the Bellamy Co., Edmonton, Alta., was in the city for several days a couple of weeks ago while en route on a holiday trip East. He was accompanied by Mrs. Bellamy. Mr. Bellamy stated that the trade outlook in the Edmonton district is exceedingly satisfactory.

It is understood that an implement firm, to be known as Garrett, Maloney & Pollock, is being organized at Manitou, Man. We are not in possession of definite information regarding this organization, but will have full particulars for our next issue.

Mr. W. Antliff, manager of the Melotte Cream Separator Co., of Ross Avenue, is at present in the East and is not expected to return before the 1st of February. While away he will visit Toronto, Brantford, Chicago, and several other points.

The well-known firm of J. & E. Brown, Portage la Prairie, Man., recently sold their implement business to Mr. J. F. Walker, until a short time ago a traveller for the J. I. Case T. M. Co., in the West. The sale included the entire implement business and stock, the Brown people only retaining the agency for the Hart-Parr gasoline engine, to which Mr. A. Brown will devote his whole attention in future. Mr. Walker also arranged to take over the lease of the warehouse held by J. & E. Brown.

Mr. George Manuel, president of the Manuel Co., of Edmonton, Alta., was in town recently en route to New York, Pittsburg, Buffalo, Toronto, Chicago, Minneapolis and other Eastern and Southern points. Mr. Manuel is making this trip renewing contracts, etc., for the ensuing year's business.

Mr. A. E. Grundy, stockman for the Fairchild Co., of this city, had a rather unlucky experience a few weeks ago. He recently went up to Calgary and Regina for the purpose of checking up stocks, and after being in Regina but two days was quarantined with diphtheria for ten days. Having been able to contain himself during this period of inactivity, we are glad to report his return.

Mr. A. H. Elliott, who recently opened up in the implement and vehicle business at Borden, Sask., was in the city for a few days during the past month for the purpose of closing contracts and selecting additional lines. While here he gave us a call, in company with Mr. Thomas Wadge, manager of the Hero Mfg. Co., of this city, manufacturers of the Hero grain separator.

Mr. S. Barkley, who has just come west from Barrie, Ont., recently joined the travelling staff of Wm. Johnston & Co., of this city. He will have charge of their Alberta territory and his headquarters will be at Calgary. Mr. Barkley had many years experience in the implement business in Ontario before coming to this country. We wish him every success in his new field.

Mr. J. Lindsay, of the new firm of Lindsay & Bunnell, implement dealers at Moose Jaw, Sask., was in the city about the early part of the month visiting members of the local trade. From all accounts Mr. Lindsay looks forward to a very profitable season during the coming year. He has, with every other member of the implement fraternity, our best wishes for it.

Mr. E. S. Cooper, manager of the Cooper Gasoline Engine Co., of Winnipeg, recently returned home from an extended trip through the South and East. While away he visited Galt, Toronto, Montreal, Ottawa, Lansing, Mich., and Chicago. At the latter place he attended the motor boat show, which he reports was a splendid success. His trip was made for the purpose of closing contracts and making additional selections for the ensuing year.

For the Year 1907 a Special Business Proposition is attached
to the Agency for the

MOLINE WAGON

We dare say that the Farm Wagon you are handling if it is not the **Moline Wagon**, did not contribute the proper proportion of the year's profits because its selling expense is as high as that of any other article while the marginal profit is less.

Dealers handling the **Moline Wagon** can make a better showing because the factory stands practically all of the selling expense of the wagon.

It is all done by our comprehensive and far reaching advertising system which forces the attention of almost every farmer in Western Canada to the **Moline Wagon** in a way that he is convinced of its superiority over other makes.

An enormous demand for the **Moline Wagon** is thus created which enables us to turn a lucrative business right over to the dealer without any cost to him.

We pay the entire expense of getting the business; nothing to do for the dealer but to take the clear profits.

We are reimbursed for this additional outlay by the enormous increase in our business that was bound to follow such an unusual business method: the best business proposition offered an agent in many a day.

Write us for particulars. We of course are under contract for a great deal of territory but it won't cost you anything for the inquiry to find out how we are situated in your respective location, and it may be possible you can take advantage of the benefits offered by the Moline Wagon Agency.

More Moline Wagons sold in Canada than all
other American Wagons.

MOLINE WAGON COMPANY,

MANUFACTURERS,

Des Moines, Ia. Moline, Ill. Milwaukee, Wis.

GENERAL AGENTS

The Fairchild Co., Ltd.

WINNIPEG

REGINA

CALGARY

Mr. Herbert Baker, chief accountant of the Manitoba branch of the Massey Harris Co., left a day or two ago for Toronto, Ont., where his mother is very ill.

Mr. C. H. Whitaker, manager of the Manitoba branch of the Massey Harris Co., has been confined to his home for the past ten days owing to a severe attack of grippe.

Both partners of the firm of Harris & Thompson, of Killarney, Man., were in the city during the past month looking over stocks and closing contracts. They report an excellent business during 1906, with splendid prospects for the ensuing year.

The excavation for the new office and warehouse building of the Fairchild Co., on Princess Street, between William and Bannatyne Avenues, is proceeding apace and by the time this issue gets into the hands of our readers will be almost completed.

Our old friend, Mr. John E. Menzies, who sold his implement business at Minnedosa, Man., to Mr. Wm. Drummond some months ago, spent a day or two in the city recently prior to his departure for British Columbia. Mr. Menzies has purchased considerable land in the famous Okanagan Valley and has moved to reside there in future.

Mr. J. W. Hughes, representing the J. L. Owens Co., of Minneapolis, Minn., was in the city for several days a couple of weeks ago calling on different members of the jobbing trade. He gave us a call while in town and stated that there was a growing demand for the products of the Owens Co. in this territory.

Mr. L. H. Hartshorne, manager of the American-Abell E. & T. Co., of this city, was laid up for a few days recently with a severe attack of grippe. He had just returned from a trip through the West calling on his firm's agents and making arrangements for the ensuing year.

Mr. Gordon McKeague, well-known to many members of the implement trade of the West, recently succeeded Mr. C. A. E. McLea as manager of the Manitoba Anchor Wire Fence Co., of this city. Mr. McKeague has been connected with the road staff of this company for a considerable period and his appointment to the position of manager is welcomed by his many friends. With these we join in wishing him every success.

Mr. C. H. Whitworth, of the Monarch Self Feeder Co., of Cedar Falls, Iowa, was in Winnipeg for a number of days during the first of the month. Mr. Whitworth has great faith in the future prosperity of the West and considers Winnipeg a great and growing city, the gateway to untold possibilities in the great prairie provinces to the West.

Mr. E. L. McVicar, manager of the firm of E. L. McVicar & Co., Indian Head, Sask., was on a visit to several members of the jobbing trade in the city during the past month. He expressed great satisfaction with the results of his first year's business as a retail implement dealer and looks forward to the coming season confident that it will be a prosperous one for the whole trade.

Mr. W. B. Wilde, vice-president of the Hart Grain Weigher Co., of Peoria, Ill., was in the city recently on business in connection with his firm's interests. He reported a splendid demand for the products of the Hart Grain Weigher Co. during 1906, and in view of the outlook for this season, is confident that a larger volume of business than ever will be recorded.

With present indications as they are and the future demand for goods exceedingly bright, Mr. James McEwan, of Togo, Man., believes that 1907 will be a banner year for the implement fraternity of Western Canada. He was in the city for a few days a short time ago looking over stocks and one thing and another, and while here paid us a visit which was thoroughly enjoyed. We are glad to know that the genial Mac is prospering in his new field.

Mr. A. E. Mott, manager of the Cockshutt Plow Co., of this city, recently left for the factory at Brantford, Ont. Mr. Mott's special object in making this trip was for the purpose of pressing the forward movement of goods for this territory, in order that they may be distributed and in the hands of the dealer by the time the farmer commences to clamor for them. He stated that his company's volume of trade for 1906 was exceedingly gratifying but that the future already presented indications that it would be far surpassed by the business of 1907. While away Mr. Mott will stop off at Minneapolis, Chicago, Brantford, and Toronto, and will likely be absent a fortnight or three weeks.

Mr. D. D. McGillivray, representative in Saskatchewan for the Manitoba Windmill & Pump Co., of Brandon, Man., was in the city recently on his way East. While there he will visit London, St. Thomas, Orangeville, Toronto and several other points. Mr. McGillivray's headquarters for the West are in Moose Jaw. He reports a splendid trade during 1906 with a magnificent outlook for this year.

Mr. A. B. McLeod, of the well-known firm of McLeod & Hanley, Brandon, Man., was in the city for a few days recently and paid us a short visit. He stated that business during the past season was exceptionally good and considers the outlook for 1907 as unexcelled. Speaking of the sleigh trade in the Brandon district, Mr. McLeod said that it was much heavier than in former years owing to the great snow fall.

Mr. D. A. McDonald, one of Regina's well-known implement men, passed through Winnipeg

recently on his way to Toronto and other eastern points. While here Mr. McDonald told us he was not getting out because he feared the rigors of our Western winter and assured us that he would be back in ample time to watch the efforts of the mercury smash the bulb. He was well pleased with trade conditions and optimistic as to the future.

The recent additions and improvements to the warehouse and office building of the Cockshutt Plow Co., of this city, have been completed, and already the company are appreciating the benefits of their expansion. Large consignments of goods for the spring trade are arriving daily and with the improved facilities are being much more easily taken care of than was the case in former years. The warehouse of the company at Calgary has also been completed and is now in full running order, and Mr. J. A. Latimer has been installed as sales manager for the province of Alberta.

Mr. John Munro, implement and vehicle dealer at Cartwright, Man., was in the city for several days during the middle of the month. While here Mr. Munro looked over stocks and made a number of selections and contracts in connection with the coming season's business. He reports a first-class trade during 1907, stating, however, that collections are very backward.

Mr. D. J. Taylor, manager of the Cockshutt Plow Co., at Regina, Sask., was in the city for a day or so recently on his way East to visit the factory at Brantford, Ont. The genial D. J. reports an excellent season's business from Saskatchewan and is confident that the volume of trade from that territory during 1907 will greatly exceed that of last year. He expected to be in the East about three weeks.

Mr. Robert Connell, manager of the Neepawa Mfg. Co., Neepawa, Man., was in Winnipeg on a business trip a short time ago. Speak-

ing of last year's trade Mr. Connell stated that it was the most gratifying year in the history of the Neepawa company. With regard to the future he spoke in the most optimistic terms and informed us that already they had received many enquiries concerning stackers. He also reported an excellent trade in grain picklers.

Mr. S. T. Orchard is the latest addition to the growing travelling staff of the Manitoba Windmill & Pump Co., of Brandon, Man., makers of the celebrated line of "Manitoba" windmills, pumps, gasoline engines, etc. Mr. Orchard's headquarters will be at Saskatoon, from which point he will have charge of all territory to Prince Albert, taking in such progressive towns as Lloydminster, Battleford, Humboldt, and many others. Mr. Orchard comes from Ontario where he was for many years interested in the windmill business. We bespeak for him a kindly reception by the dealers of the West, particularly those in the territory he will cover.

The Fairchild Co., Limited

Canadian representatives for

<u>John Deere Plow Co.</u>	-	-	<i>Plows, Harrows, etc.</i>
<u>Moline Wagon Co.</u>	-	-	<i>Moline Wagons</i>
<u>Deere and Mansur Co.</u>	-	-	<i>Disc Harrows</i>
<u>Fairchild Farm and Bush Wagons and Sleighs</u>			
<u>Brockville Carriage Co.</u>	-	-	<i>Cutters and Carriages</i>
<u>J. Fleury's Sons</u>	-	-	<i>Stock Raisers' Implements</i>
<u>Dain Manufacturing Co.</u>	-	-	<i>Hay Tools</i>
<u>Monitor Drill Co.</u>	-	-	<i>Disc and Shoe Drills</i>
<u>Western Wheel Scraper Co.</u>			<i>Drags and Wheelers</i>
<u>J. L. Owen's Co.</u>	-		<i>Fanning Mills and Smut Mills</i>

A Full Line including the best of everything used on the farm.

SECURE CONTRACT NOW FOR 1907.

When in the City during Bonspiel come and see us. Our Travellers will be in and we will give you the Glad Hand.

THE FAIRCHILD COMPANY, LIMITED

WINNIPEG

REGINA

CALGARY

Among other new advertisements will be noted that of the well-known firm of Merrick, Anderson & Co., of Winnipeg. As will be seen from perusal of their advertisement, this concern control the output in Western Canada of three binder twine factories, two Canadian and one American, and with their splendid facilities for storage and handling they are in an excellent position to take care of all orders intrusted to them by the Western trade. They will be pleased to send any dealer who applies, full information regarding their different lines as well as submit their proposition for 1907.

The town of Arcola, Sask., recently awarded to the Ontario Wind Engine & Pump Co., of this city, the contract for the construction of a 75,000 gallon steel tank on a fifty foot steel tower. This outfit will be used for domestic and fire protection purposes, and will give the town adequate supply and protection from fire. Discussing this phase of the company's business during the past season with Mr. Reid, the Western manager, he informed us that he was

exceedingly well pleased with the volume of business done. This concern claims to have landed ninety-five per cent. of all contracts made for this class of work and are confident that they will exceed this during 1907.

Mr. C. D. Ellwood, travelling representative for the Wm. Johnston & Co., of this city, in Saskatchewan, was in town for a few days recently on his return from a visit to the factory of the Parlin & Orendorff Co., at Canton, Ill., whose lines are handled in Western Canada by Wm. Johnston & Co. Mr. Ellwood spent a very pleasant and profitable time at the factory. On his way home he stopped over and took in the Convention of the Minnesota Retail Implement Dealers' Association held in Minneapolis, January 8th, 9th, and 10th, a gathering at which he picked up many pointers and much useful information. He returned to his headquarters in Regina a short time ago.

A New Manufacturing Concern.

A new manufacturing concern to be known as Canada West Manufacturers, with headquarters in Winnipeg, recently made application for incorporation under the above name. It is stated that

they intend to engage in the manufacture of several different lines, but for the present they are placing the Cowan Immersion Grain Pickler on the market, and in this issue are bringing it to the attention of the trade. Since placing this pickler on the market last winter the inventor and others connected with the new company have been carrying on a number of experiments with it, consequently a number of changes, resulting in great improvement, have been made and those interested now claim that this immerser will do better and more rapid work than before. They have some literature to distribute in connection with it and will be glad to mail same to dealers who desire further information. Their address is Union Bank Building, Winnipeg. Mention Canadian Farm Implements.

Outlook in Iron & Market for 1907.

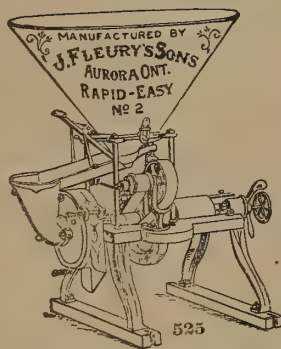
The feeling is general throughout the iron industry, according to the trade press of the United States, that the present tremendous rate of consumption will continue during the the first half of the current year, coupled with prevailing generally profitable prices.

In discussing the subject Iron

Age says: "There are very many who are acting on the belief that work for full capacity at present or even better prices is assured for the whole of the year 1907. They point to the order books, which on the the surface look very encouraging indeed, but which might be turned to a ragged exhibit, after a rush of cancellations such as the trade has witnessed before under similar conditions. There is a disposition to exaggerate the stability of "orders" which it is well to guard against.

"The iron industry is passing again through one of its frequent experiences of being caught unawares by a rapidly-expanding consumption, followed by a feverish activity to provide adequate producing facilities, which at first fall into line disappointingly slowly and then make themselves felt surprisingly suddenly. That may make its appearance during the second half of 1907.

"In its analysis the course of events in the second half of 1907 will depend first upon the crops, and second upon the ability of our country to finance the betterments and enlargements of its producing and transportation facilities. Time only can tell as to the first, while as to the second we may have ample warning through the long continued tightness of the money market."



"RAPID-EASY" GRINDERS

Are all their name implies. **Rapid Work; least power.** They do more work with same power than others. Made in sizes to suit any power. Prices no greater than those of inferior machines.

"It works well. I think it is the best grinder made." — W. W. Jackson, Erie, Que.

"Your 'Rapid-Easy' Grinder is a peach. Some of our Customers have Grinders of their own but they are not fit to compare with your 'Rapid-Easy.' We would not exchange for any other make." — John Stratton & Son, Grand Bend.

PROVINCIAL AGENTS:

J. T. TRAPP & CO., New Westminster, B. C.
J. CLARK & SON, Fredericton, N. B.
THE KOUNSBURY CO., Newcastle, N. B.

THE FAIRCHILD CO., Ltd., Winnipeg, Regina, Calgary

A Fine Lithograph and any Information you ask.

J. FLEURY'S SONS - - - Aurora, Ont.

Medals and Diplomas—World's Fairs, Chicago and Paris.

AIR-COOLED GASOLINE ENGINES

Save you a whole lot of trouble this cold weather.

The best selling proposition ever offered agents.

The Cooper Gasoline Engine Co.

Limited,

313 Donald St., WINNIPEG.



BELL'S STEEL LAND ROLLER

Made in four sizes. Heavier and stronger, size for size, than any other. The drums are specially prepared steel—and can't be dented by rocks or stumps.

The frame is all angle steel—never known to sag. Low hitch makes the easiest draft.

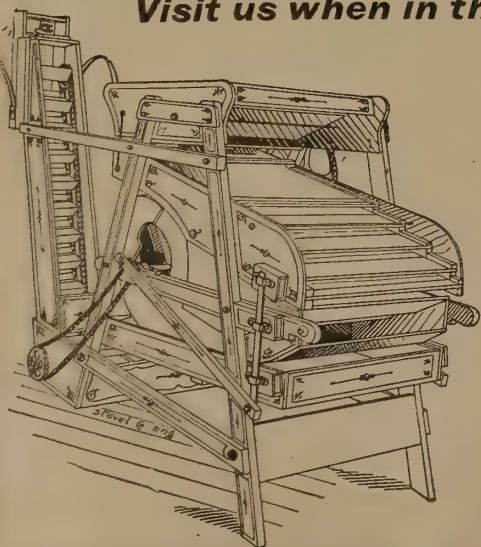
Steel seat spring—and pressed steel seat. Altogether, the trimmest and best land roller on the market.

Free illustrated catalogue if you write for it, mentioning this paper.

B. BELL & SON, Limited, St George, Ont.

B. BELL & SON, Limited, 192 Furby St., WINNIPEG.

Visit us when in the City--Take car to Louise Bridge--Our Factory will interest you



PLACE YOUR ORDERS NOW FOR SPRING SUPPLY OF "HERO" GRAIN SEPARATORS

WE SELL TO THE TRADE ONLY

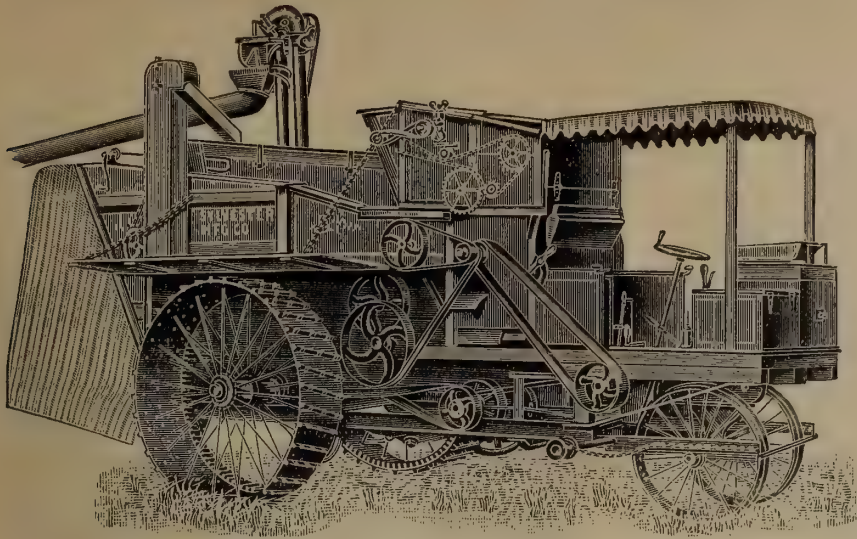
WE DO NOT PEDDLE OUR MACHINES

Remember, Mr. Dealer, we protect you and at the same time give you the best grain cleaner and separator on the market.

The "Hero" excels in thoroughness of work and cleans oats from wheat perfectly. Every part of every machine is carefully and thoroughly built of the very best material that we can secure. It is light, handy, efficient and reliable. It gives full satisfaction to every user and brings new business to every seller. Don't you want the grain cleaner trade of your district? If you do, handle the "Hero." Catalogue and full information will be sent immediately on receipt of your request for same.

HERO MANUFACTURING COMPANY LIMITED

WINNIPEG



Sylvester Auto-Thresher and Farm Tractor.

After three years of constant experimenting, hard work and continuous planning to secure a machine which they desired would replace the horse in the general work of the farm, the Sylvester Mfg. Co., of Lindsay, Ont., and Brandon, Man., are out with an important announcement to the dealer, and also the farmer, concerning a machine they claim will successfully traverse the fields and roads in any capacity desired.

This invention has been termed "The Sylvester Auto-Thresher and Combined Gasoline Traction Engine," and from our information of it the name seems applicable. It is built as a threshing outfit, but the separator can be removed by taking out eight bolts, and it immediately becomes adapted to plowing, hauling grain to market, or many other forms of farm work. The power is obtained from a two opposed cylinder engine, mounted on the frame of the truck, and is capable of de-

veloping twenty-eight horse power.

When used for threshing purposes this machine is driven through the field, instead of being stationed at a given point and the grain hauled to it, moving at a speed varying from three-quarters to two and a half miles per hour. The engine operates both the traction and the separator at the same time but each may be worked independent of the other as desired.

As will be seen from our illustration, this auto-thresher is exceedingly compact in design, balanced over large traction wheels, and readily and easily steered.

There are side platforms over the traction wheels for the purpose of receiving stooks thrown up by men pitching from the ground. A man on the platform passes the stooks into the self-feeder and band cutter. As soon as perfected, the manufacturers intend to replace this method of feeding by having side elevators attached to carry the grain direct to the feeder and thus eliminating the service of two men. An automatic grain weigher is used and the grain either bagged or run into a wagon box, as desired. For bagging a platform is attached to the machine where a man stands to take care of the bags and drop them to the ground when tied. If a wagon is used the vehicle is hitched to the sill of the machine and drawn along until filled, when it is changed.

The machine is supplied with a pneumatic stacker for stack threshing, but when threshing from the stook a canvas hood is placed over the back of the machine to protect it from the wind. The straw drops to the ground in winnows. The water tank partially encircles the stacker fan, the latter forcing a continuous current of cool air against the inner side of the tank, keeping the water cool. Twenty-five gallons of water are

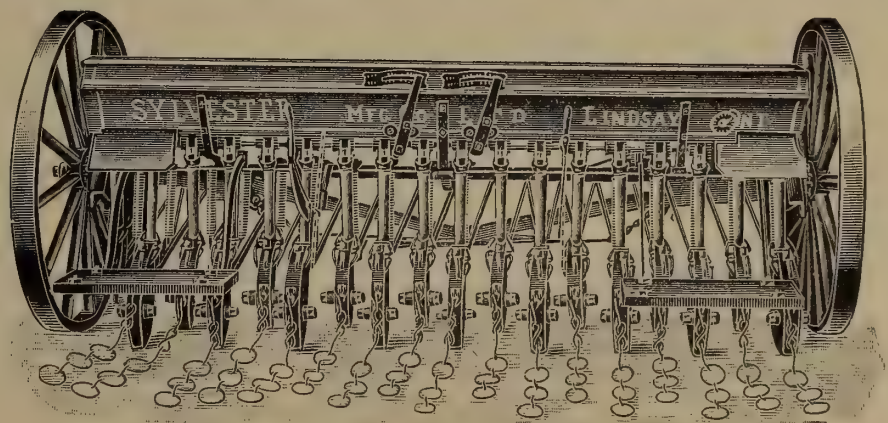
all that are required to keep the engine cool and in good working order. The fuel consumption of the engine amounts to about one gallon of gasoline per horse power per ten-hour day, or eighteen to twenty gallons in an ordinary threshing day.

In threshing from the stook four men are required to pitch from the ground to the platforms, two from the platforms to the feeder, also an engineer, a man to steer and one to do the bagging. In stack threshing much valuable time is saved by this auto-thresher in moving from one setting to another. Immediately one pair of stacks are threshed the machine travels to the next and is ready for work upon arrival. There is no danger of fire and the machine will work no matter what wind blows.

As dealers who have followed the papers closely will have noted, this auto-thresher was given a try-out on the Brandon Experimental Farm. The farm superintendent, Mr. N. Wolverton, has expressed his approval of the machine and many farmers who were present to watch the test speak very highly of its efficient work.

All dealers interested and desiring more information can secure same by writing the company at Brandon, Man., or Lindsay, Ont.

THE SYLVESTER LINE



Sylvester Double Disc Drill Stephenson's Patent

8 of these (22 size) on the biggest farm in Canada. Interchangeable for single Disc Shoes or Drag Shoes. The best known drill in the Canadian West. Guaranteed the best.

SCOTCH CLIP HARROWS DISC HARROWS LAND ROLLERS CULTIVATORS
GASOLINE ENGINES Marine, Stationary, Portable and Automobile.

Sylvester Mfg. Co. Ltd., Brandon, Man.

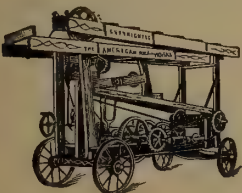
Factory: Lindsay, Ont.

Winnipeg Transfer Agents, TUDHOPE, ANDERSON & CO., Ltd.

—THE— American Well Works AURORA, ILL., U.S.A.

Winnipeg Representative:

T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

CATALOGUES ON REQUEST.

Correspondence solicited—giving details of what must be accomplished.

We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.



A PICTURESQUE SPOT ON RIVER NITH, AYR, ONT.
Showing Factory of John Watson M'f'g Co.

Getting into Grips.

That the active opposition of retail merchants is beginning to be felt by the largest mail-order houses is evidenced by the recent injunction proceedings commenced by Montgomery Ward & Co., a Chicago catalogue house, in the United States Circuit Court, at Sioux Falls, N. D., against the South Dakota Retail Merchants' Association.

The injunction is being taken for the purpose of restraining the officers of this association, as well as the members, from making alleged verbal and written threats, published and mailed, to the effect that unless certain manufacturers, wholesalers, and jobbers stopped selling merchandise to the above mail-order concern they would be listed and published as sellers to and dealers with catalogue houses, and as such discriminated against and boycotted by members of the association. The plaintiff further alleges that owing to this campaign they have been unable to purchase merchandise from certain manufacturers and their business has been ultimately injured as a result. Nominal damages to comply with legal requirements are claimed.

Every department of retail trade will watch this case with the keenest interest. It is understood that the defendant will contest it every step of the way, and that Montgomery Ward & Co. will take action against other associations if they are successful in this suit.

enquiry may be extended to cover the question of prices quoted abroad as compared with domestic prices.

Both across the line and by the trade in Canada the governmental investigation of the International Harvester Co. will be watched with the keenest interest, and if carefully and earnestly conducted, which it is hoped it will be, its decisions will be appreciated by every member of the implement fraternity. If the International Harvester Co. is a combination in restraint of trade it should be publicly branded as such, and application made for its dissolution; but if it is not it should also be publicly exonerated from the many charges that are being hurled



WINNIPEG OFFICE AND WAREHOUSES, JOHN WATSON MANUFACTURING CO., CHAMBERS AND HENRY STREETS.

International to be Investigated.

The Senate of the United States recently adopted a resolution providing for a searching examination into the affairs of the International Harvester Company by the Department of Commerce and Labor. This examination is for the specific purpose of determining the legal status of the combination, to find out whether prices are controlled to the injury of the unrestricted trade, whether there is any combination either among makers or retailers and whether the quality of products is as good as in former years. It is also stated that the scope of the

against it. If it is turning out goods of inferior quality as compared with those previous to the amalgamation, if it is proven that it has been the means of advancing prices and at the same time makes the terms of sale more oppressive than formerly, then it is time that the whole public were in possession of full knowledge of the situation. If, on the other hand, it is determined that such charges as these are without foundation, it will relieve the growing feeling of discontent among members of the implement trade, and go far to placing the International Harvester Co. and its operations in a better light than they have heretofore occupied.



IT PAYS

to handle

CATER'S

PUMPS

STAR WINDMILLS

GASOLINE ENGINES

They are the best.

Farmers want them.

Send in your orders now for Spring trade.

BRANDON PUMP & WINDMILL WORKS
Box 410
BRANDON, MAN.

THE . . . Neepawa Centrifugal Grain Pickler



Manufactured by
**THE NEEPAWA
MANUFACTURING CO.,
LIMITED**
Neepawa, Manitoba

*The Easiest Operated
and Most Complete
Grain Pickler on the
Market to-day. Hun-
dreds in use giving
Entire Satisfaction.*

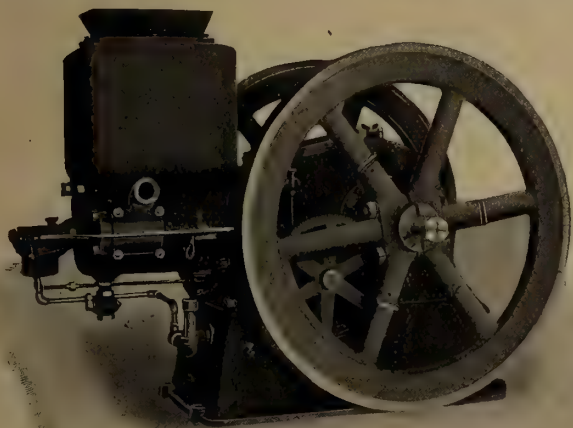
WE WANT AGENTS

In every town in Manitoba, Saskatchewan and Alberta. Write for Catalogues, Prices, Terms, etc., to

The Neepawa Manufacturing Co., Ltd.

NEEPAWA, MANITOBA

FROST-PROOF



The only Gasoline Engine which **can positively** suffer **no** injury from frost.
Self-contained, strong, and durable. Suitable for any kind of work.
More **genuine** points of merit than any other engine made. We can **prove** this.
Small Oil Cooled Engines also.

MANUFACTURED BY

FULLER & JOHNSON MANUFACTURING CO.

MADISON . . . WIS.

SOLE AGENTS

The STEWART-NELSON CO. Ltd., Winnipeg



EMERSON DEALERS

Get the Best Trade

Because it's easy for them to prove to their customers that

EMERSON FOOT-LIFT FARM IMPLEMENTS

ARE

- 1st. THE EASIEST TO HANDLE.
- 2nd. THE LIGHTEST DRAFT.
- 3rd. THE MOST DURABLE.

And with these points proven the sale is made. Consequently the **EMERSON DEALER** makes the **MOST MONEY** with the **LEAST EFFORT** and his customers are **ALWAYS SATISFIED**.

Are you an Emerson Dealer?

If not, there's no better time than **NOW**.

If you are in the city during **BONSPIEL** call at our warehouse, 162 Princess Street, and we will show you why you should sell **EMERSON GOODS**. If you will not be in town drop us a card. It will bring our traveller.

Emerson Mfg. Company,

FARM IMPLEMENT BUILDERS SINCE 1852

ROCKFORD

ILLINOIS.

CANADIAN AGENTS

Tudhope, Anderson & Co., Ltd.,

WINNIPEG

CALGARY

Cannot Sell Its Binder Twine.

According to Warden Platt, of the Kingston penitentiary, Kingston, Ont., satisfactory results have not followed the marketing of the binder twine made at the prison factory. He makes a strong plea to be allowed to get in touch with the retail dealer, believing that it is only through the dealer that marketing of prison-made twine can be successfully accomplished. We are confident, speaking for the trade as a whole, that there is no desire among Western dealers to handle convict made goods. From all reports the twine turned out by several state prisons in the United States has been very inferior in quality when compared with that produced by the legitimate manufacturers. We

know nothing of the quality of that turned out by the Kingston penitentiary, but we do know that all the regular manufacturers doing business in this territory are turning out products of the very best quality, guaranteed length and tested strength.

In the course of a discussion on the subject, Warden Platt is stated to have made the following remarks: "We started in last year with about 350 tons. We sold about 200 tons, less than half our output. I claim our twine was of equal quality with others on the market, while at the same time our price was below that quoted by other manufacturers of the same grade. However, our terms shut us out and they will ever continue to shut us out. Farmers will not send cash for articles they have not

seen, and especially binder twine, and many of them have not the cash to send at the time the twine is required. It costs money for us to form farmers' clubs; and all this tends to increased cost of the twine. Competitors take advantage of our terms and position and misrepresent the quality of our product. Altogether the outlook is very discouraging. We should be able to keep the mill going all the year. This we can do only by selling to the retail dealer. Give us the retail dealer—give us the market on equal conditions with our competitors—and I believe we will sell all the twine we can make if we run our factory every day and night of the working year. If we cannot have the market why run the factory? I can see no necessity in it. All this I say after five years' experience with the present system."

In Rapid Review.

At this time a review of the year just passed more emphatically emphasizes the fact that it was a twelvemonth of prosperity, unparalleled in the history of Canada. Industrial and commercial life developed and expanded to a surprising degree in all lines, consequently the revenue of the country was greatly increased; three thousand miles of new railway were constructed; immigration from both Europe and the United States was away in advance of all previous records; there were marvellous discoveries of limitless mineral wealth in Northern Ontario; our own business, the implement, machinery and vehicle trade, was far in excess of the volume of former years; and finally, and most important of all, our farmers were blessed with abundant crops of splendid quality.

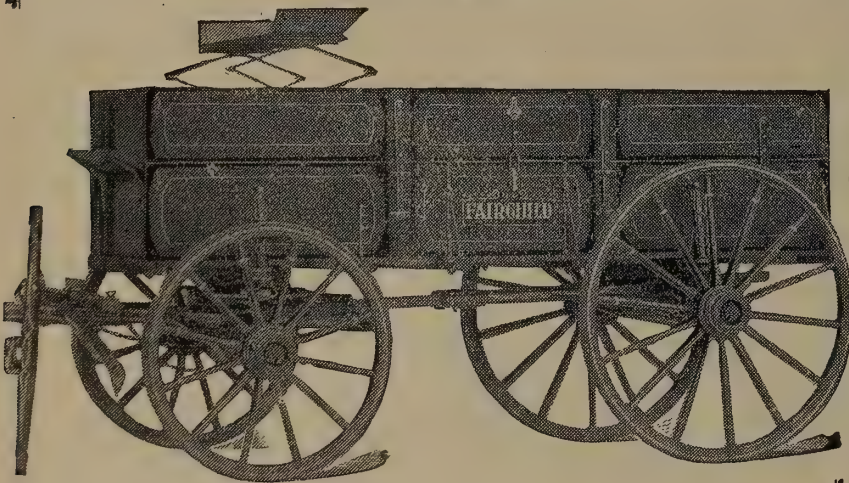
At the same time our great country has not been entirely free from regrettable and vexatious events. During the year many of our eminent and prominent men in all walks of life were taken over to the Great Beyond; the loss of life and permanent injury by railroad accidents showed alarming increase in comparison with other years; on the lakes there was an exceptional number of disasters with increased fatalities; the country suffered much loss through labor troubles; more scandal and corruption in public life was brought under the searchlight of publicity than ever before, many of which are still in progress of investigation. The whole West suffered from a dearth of railroad motive power and cars, a most undesirable state under existing conditions. Many other matters in connection with our national growth and development were not to our credit and it is hoped that such blemishes will be eradicated during the ensuing twelve months.

We Want Your Catalogue.

As we recently requested, many members of the manufacturing fraternity favored us during the past month with copies of their latest catalogues and other circular literature. In fact this class of matter has been coming in so abundantly during the above period that it was only the intervention of the Christmas season, when "peace on earth and good will towards men" reigns supreme, that prevented our mail carrier from taking our scalp. However, there are yet a few whose catalogues we have not received. If you are one of them we would thank you to make a memorandum of our wants and forward us your latest at your earliest possible convenience. We wish to complete our files and in order to make them as up-to-the-minute as possible we want to get all implement and vehicle manufacturers doing business in this territory, or desiring a share of this trade, on our list. Kindly let us hear from you.

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales of same have greatly increased.



—THEY ARE—

LIGHT RUNNING

WELL FINISHED

ATTRACTIVE IN APPEARANCE

and made by

THOROUGHLY EXPERIENCED MECHANICS

of the very

BEST MATERIALS THROUGHOUT

every stick of which is perfectly AIR-DRIED.

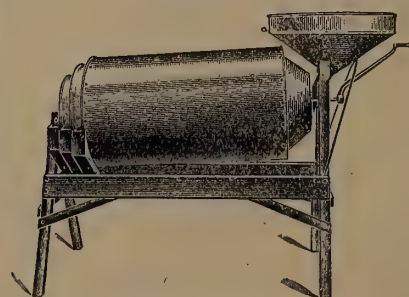
OUR GUARANTEE IS BACK OF THEM

—WRITE US—

THE FAIRCHILD COMPANY, Limited

REGINA WINNIPEG CALGARY

DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS "JUMBO" GRAIN CLEANERS!!



THE ONLY MACHINE perfectly adapted to the requirements of farmers in Western Canada. They are new, novel, and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.

The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is

being rapidly taken, secure the agency at once. Write for further particulars, prices, etc.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

Edmonton.

The firm of Powell & Goodridge of this city, report an excellent trade during the past season in Dain hay presses.

Mr. James Grandy, representing the De Laval Separator Co., of Winnipeg, was in the Capital for several days a short time ago.

Mr. S. Greenwood, accountant for the firm of Powell & Goodridge, of this city, recently left on a holiday trip for Eastern points.

Mr. W. G. Hunt, manager for the Alberta branch of the Massey Harris Co., of Calgary, was in the city recently visiting the manager of the local branch.

Ex-Alderman Bellamy, president of the Bellamy Implement Co., accompanied by Mrs. Bellamy, recently left on a two months' trip to Eastern Canada.

We are pleased to report that Mr. John Kelly, of the well-known firm of Kelly & Beals, who had his leg fractured in a runaway accident last month, is rapidly improving.

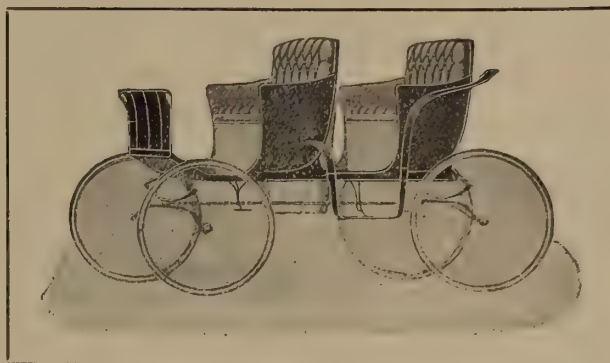
Mr. John Shields, representative at this point for the Fairchild Co., of Winnipeg, reports a large trade during the past season and looks forward to another prosperous year during 1907.

Mr. W. J. McCallum, who has been appointed to represent the In-

ternational Harvester Co., in this district, recently arrived to assume his new duties. On behalf of the trade in this territory we wish Mr. McCallum success in his new sphere of labor.

Mr. D. W. Reid, agent for the Massey Harris Co., at Fort Saskatchewan, Alta., was in town on a business trip recently. He reported a splendid trade in sleighs, and stated that it was his company's intention to erect a two-storey warehouse at the Fort in the near future.

Mr. George Manuel, of the George Manuel Co., of this city, left on the 4th inst. for Eastern points for the purpose of placing his orders for the coming season's supply of goods. He will visit Chicago, Detroit, Toronto, as well as several other of the large industrial and commercial centres. It is reported that his company intend to erect a large track warehouse in the early spring. This, it is understood, will be 50 x 120 feet, and will cost in the neighborhood of \$5,000. This concern are doing a nice business in automobiles and are making preparation to add a repair department for this sort of work. Mr. E. Corbett, of the firm of Hyslop Bros., Toronto, will have charge of this department. It is further reported that the company will do an auto livery business during the coming season.

THE DOMINION CARRIAGE CO., Ltd.**TORONTO, CANADA**

The only Canadian Carriage fitted with genuine **Water Shed Sills.**

Three prong steps, the best leather trimmings, well made and finished.

Every one of the latest ideas in carriage making embodied in these rigs and prices are right.

SOLE AGENTS FOR THE WEST:

THE STEWART-NELSON CO., LTD.**WINNIPEG****J. I. CASE HIGH FOOT-LIFT GANG PLOW**

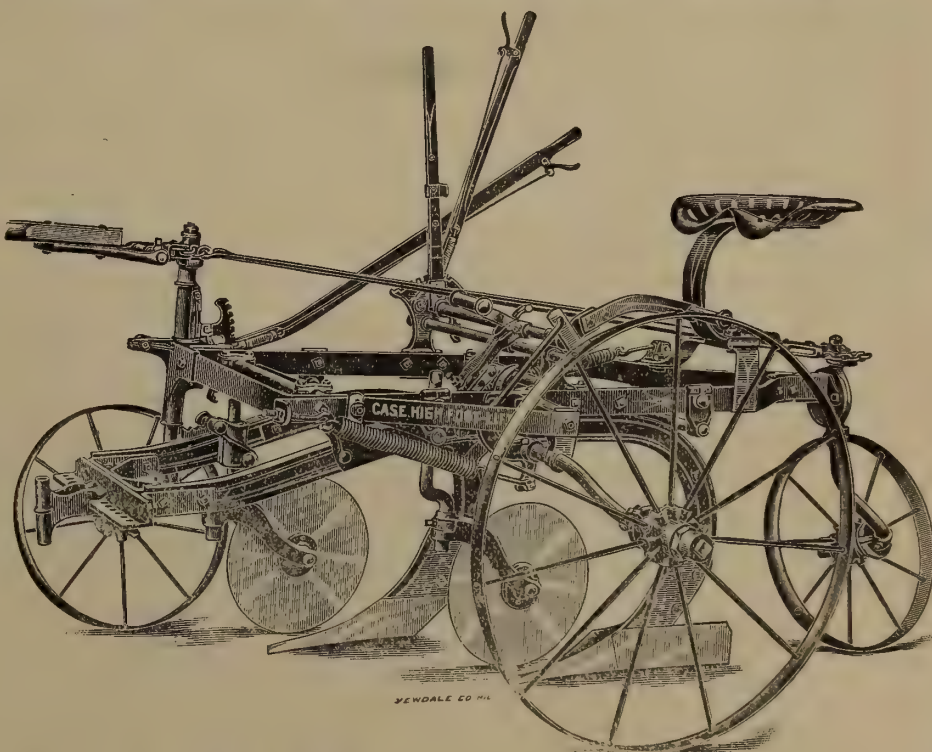
The Foot Lever is adjustable to "suit the reach of man or boy, and with its great leverage, combined with the powerful lifting spring, makes it easy to raise and lower the bottoms.

An auxiliary lever, within easy reach from the seat, may be used to assist the foot lever in raising the bottoms; or it may be operated independently of the foot lever.

The same lever will lock the bottoms in the raised position when transporting the plow across the field or along the road, or, with an automatic lock on the foot lever, will hold the plow to its work in even the hardest ground.

An exceedingly simple adjustment for regulating the penetration or suction of the bottoms is another point of superiority. With the J. I. Case its not necessary to wait for rain to mellow hard baked ground before it can be plowed.

And another point—all levers are on the right hand side, so that there are no obstructions in the driver's way when mounting or leaving the seat.

**Food****for****Thought**

These are only a few prominent advantages of the J. I. Case; we could cite at least a dozen more, and we will if you will ask us. Do it to-day!

J. I. CASE PLOW WORKS, Racine, Wis.**The Balfour Implement Co., Ltd. Winnipeg, Man.**

The Value of the Manure Spreader.

Every dealer knows that it is upon the careful and intelligent conservation of the fertility of the soil that the agricultural future of our country depends. The producing power of our virgin prairie soon wanes unless something is done to fertilize and maintain its fertility. We have innumerable illustrations of this truth through the older settled portions of the West. On many farms where caring for the soil has been neglected, the yield has dropped steadily from season to season until now it is not more than two-thirds and even a half of what it was the first two or three years after breaking.

The use of barnyard manure as a means of maintaining the fertility of the soil is being impressed more and more upon our farmers. Land cultivated for years with little or no attention paid to soil maintenance finally becomes so unproductive that it is a white elephant on the hands of the owner, or measures have to be adopted to restore its powers of production. As a writer dealing with this subject says: "The work of restoring fertility to the soil is necessarily a work of both time and labor, and when it is remembered that the condition of the land is due entirely to the care-

lessness of the owner, his lack of foresight is certainly surprising." No matter how rich a soil may be the time surely comes when it ceases to be productive if steps are not taken to save and add to its fertility.

It is the permanency of agriculture that places it first in the list of desirable occupations for man. Everything decreases by use but agriculture and its ability to produce, when the soil is properly looked after, can be very materially increased. With sufficient manure and modern implements and machinery, the farmer commands the situation and on him alone rests the power to increase or decrease his bank account, according to the methods he follows in the matter of keeping and adding to his farm's productiveness.

This brings us to the consideration of the best method of applying farm manure. The general procedures followed at the present time, when manure is spread at all, are: by placing it in heaps over the land where it is allowed to remain until spread, and by well broadcasting and allowing it to lie on the surface until plowed, or turned under immediately. When manure is spread in heaps on the ground its soluble contents are leached down into the soil so that the remainder of the field receives only the benefit of the humus in the coarse material that has lost most of its elements of fertility.

Both these methods entail heavy cost of labor in handling, and the former is not one deserving of recommendation for adoption by careful farmers.

In the manure spreader lies the solution of the problem of the proper method of handling barnyard manure. The day is rapidly approaching when all practical farmers who aim to secure the largest returns from the amount of manure supplied, will use the spreader. Beyond all question it is the most efficient method of applying manure to the land. The spreader will disintegrate and reduce to fine particles all kinds of manure and spread it so evenly and in such quantities as the operator desires. Therein lies the chief value of this machine. When it is so placed upon the ground every part of the field is fertilized and is therefore in the best possible condition for the use of crops. It is impossible to do this work by hand in anything like an equally efficient manner. In the first place hand labor cannot spread it as thoroughly and when spread by hand from a quarter to a third more manure is applied than there is any need for.

The advantages of the spreader may be summed up as follows: It greatly lightens the work on the farm, and relieves the farmer of a laborious and unpleasant task; it does the work much more cheaply and expeditiously than it can pos-

sibly be done by hand; a boy can do all the work necessary after the manure is loaded on the spreader, as guiding the team and gauging the flow of the manure by the lever is all that is necessary; the manure is spread evenly over the ground, and it can be applied thickly or thinly as the farmer may desire it; it economizes the manure by covering more ground with the same amount than can possibly be done by hand, and lastly, it does the work at a minimum of expense of time and labor, and proves the spreader to be one of the most necessary and economical parts of the equipment of a modern farm. In fact, it will soon be regarded as a necessity by every farmer who wishes to keep up with the progress being made in improving agricultural methods.

For the benefit of the dealer, who can use it in argument with the farmer as to why he should own a manure spreader, we quote the following to show the benefit derived from the use of this machine. On a field of sandy clay, on which manure had not been applied for a number of years, plots were marked off. On plots No. 1 and No. 2 manure was applied by hand, as evenly distributed as possible and plowed under. Plot No. 1 received thirty loads of manure per acre and No. 2 twenty loads. On plots No. 3 and No. 4 the manure spreader was used and the finely pulverized material worked in with a disc harrow; the former receiving sixteen loads per acre and the latter eight loads. These plots were sown to wheat. The yield on No. 1 was 18 bushels per acre, on No. 2, 14 bushels per acre, on No. 3, 26 bushels per acre, and on No. 4, 21 bushels per acre.

The foregoing is a strong talking point for dealers and every farmer should be impressed with it. The manure spreader business is growing and this useful machine is surely destined to accomplish great results in the maintaining and increasing the fertility of the prairie lands of the West.

VISITORS TO THE BONSPIEL

THE PARIS PLOW CO. extend to you a cordial invitation to visit them at their new warehouse, 937 Logan Avenue West. Take a Belt Line Car and transfer to Logan West, the Car goes by the door.

Come and Inspect our Goods and see what we have to offer.



The Old and the New Way.

Mr. DEALER

Why did we sell more "SUCCESS" MANURE SPREADERS in Western Canada last year than all other makes combined? Experience accounts for it. Only two or three year's experience by our competitors; twenty-nine years experience by the makers of the "SUCCESS." There is money in this machine for you. Do you want it?

THE PARIS PLOW CO., LIMITED

937 LOGAN AVENUE WEST, WINNIPEG, MAN.

Baseball by the Ancients.

The Devil was the first coacher, he coaching Eve to take first, and Adam stole second. When Isaac met Rebecca at the well she was walking with the pitcher. Samuel struck out many times when he beat the Philistines. Cain made a base hit when he killed Abel. Abraham made a sacrifice. The Prodigal made a home run. Moses shut out the Egyptians at the Red Sea. The game was called on account of wet ground and Noah was given all the rain checks.

Cobalt Capitalization.

The capitalization of companies doing business in Cobalt mining properties is estimated at \$250,000,000. Of this amount Ontario capitalization alone amounts to \$171,148,000. People who have studied Cobalt at all carefully admit that the potentialities of the camp are great. Disinterested mining men have pronounced it the greatest silver camp on the globe. It is the great value of the silver deposits that constitute the greatest danger for the unthinking public. The exploiting of "wild cat" companies is a consequence. In the matter of investments the Canadian public must ever be its own best judge.

Take an Inventory.

Every dealer who desires to be up-to-date and to have his business in perfect condition, so that he has an accurate knowledge of its condition at all times, realizes that an inventory or stock-taking

period is one of the most important and necessary parts of his work. There are two ways of taking stock, just as there are two ways of doing everything else—a right and a wrong way. If the taking of an inventory is made a complex proposition it is practically of little use, but if made simple and accurate it accomplishes that for which it is intended in the easiest possible manner.

Discussing this subject, we desire to point out that an inventory of implement and vehicle stock can be made more helpful to a dealer if the various kinds of goods are classified under appropriate heads. When a complete list of the goods on hand is made up, instead of allowing that list to stand as the inventory, the different items, according to class, should be entered on separate sheets under one heading. All plows should be recorded under "plows," all drills and seeders under "seeding machines," and so on. By arranging the classification alphabetically the dealer can instantly turn to his list when the occasion demands and find out just how his stock stands.

The dealer may go further and make his inventory of even greater value and usefulness. If he attaches the price to every article recorded he has at hand a useful and ready reference, by which he will save both labor and time and avoid errors that are otherwise liable to creep into the business. Again, this classification method is especially adapted to machine extras. By such the dealer can tell immediately whether a part wanted in early spring is on hand and it is of the greatest aid in making up orders for needed parts.

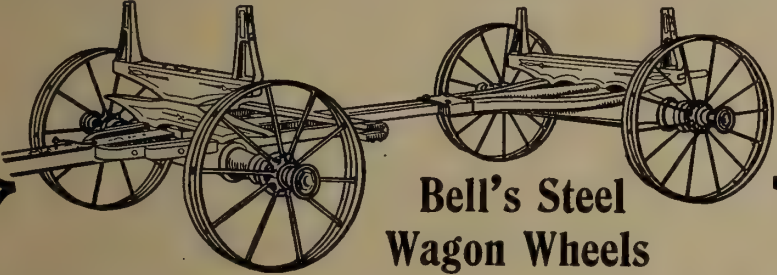
Now is the season when the dealer's stocks are reduced and when he has more time than usual to devote to stock-taking. It pays to know just where you stand and the dealer can very well afford the time at this season to pay attention to this matter.

Accept Our Thanks.

With the closing of the old year and the beginning of the new we were the recipients of many kindly letters and cards of remembrance as well as a large number of beautiful calendars in different styles from our friends of the trade. We, therefore, take this opportunity of thanking each and all for their generous evidences of appreciation and, at the same time, again wish every member of the implement fraternity a prosperous and successful year during 1907.

WELL TO THE FORE.

Well to the fore in the matter of calendars was Deere & Co., of Moline, Ill., whose products are handled exclusively in Canada by the Fairchild Co., of this city. From the standpoint of splendid production this is unquestionably one of the finest things in the calendar line that we have ever seen.



Bell's Steel Wagon Wheels

possess many advantages over all other makes. The spokes are oval and staggered. They are also headed in the hub and securely riveted into the grooved tire. Bell's special grooved tires double the life of the wheel, as on hard roads the strain is evenly distributed instead of being on a single spoke as the wheel goes round, loosening and straining them. Write for catalogue and particulars—send us size of axles you want to fit.

B. BELL & SON, Limited, ST. GEORGE, ONT.

B. BELL & SON, Limited, 192 Furby Street, WINNIPEG

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP

WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Your attention is called to
NINE POINTS ONLY

The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1½ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.

HOOSIER GRAIN DRILLS

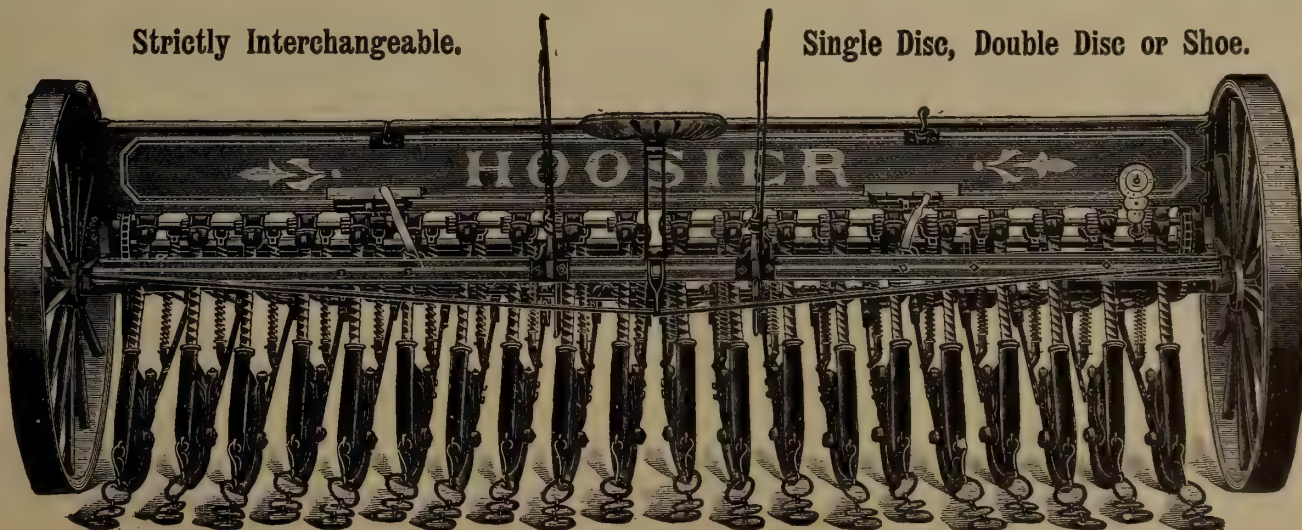
Strictly Interchangeable.

Single Disc, Double Disc or Shoe.

An Agency will
pay you

The Hoosier
will pay the
Farmer

A Good
Combination



The Hoosier
Low-Down
Press Drill
Wins Trade

Write for our
Proposition
Now

THE AMERICAN SEEDING-MACHINE CO., Incorporated

WINNIPEG, MAN.

Raised on a dark oval in semi-relief, to represent plaster of paris, is a bust of the late John Deere, the inventor of the steel plow. The work on this bust is beautifully done. On the same style, but in two small square blocks, there appears the words: 'If it's a Deere it's right,' and an illustration of the original plow invented by the late gentleman, as well as one of the most modern type manufactured by the company which he founded. Throughout the workmanship leaves nothing to be desired. Any dealer who desires a copy of this can secure same by writing to the Fairchild Co., of this city only, with whose compliments they are being sent out.

A NICE PIECE OF WORK.

Among the calendars that proved especially pleasing to us was one from the Cockshutt Plow Co., of this city. It was entirely different in style from any of the others received, and probably for that reason was more distinctive and consequently held our attention. It is got up to represent a marble slab, and we must say that the delicate coloring effect has been marvellously accomplished,

and in the centre is an excellent reproduction of a bronze tablet, on which is seen a number of Indians in council. This scene is descriptive of the efforts of Thayendanegea, (Captain Joseph Brant) after whom Brantford was named, to have the Six Nation Indians accept the land offered them by the British Government. Dealers who have not secured or seen this calendar should write immediately for one. Mention our paper when doing so.

A VERY HANDSOME ONE.

Dainty, neat, attractive, and altogether one of the most pleasing calendars of the year was that received from The Fairchild Co., who are Western agents for the Canada Carriage Co., of Brockville, Ont., by whom the subject of our comment was issued. It is a handsome lithograph, done after burnt-work style, and shows a young lady preparing to enter an elegant vehicle. The horse, and he is a magnificent specimen, is exceedingly well executed. Great praise is due the artist for his meritorious work and great credit likewise due the Canada Carriage Co. for their artistic taste and dis-

crimination evident in their choice.

THREE CANADIAN BEAUTIES.

As usual, when the Massey Harris Co. do things they do them right. We note this in connection with a calendar that reached our office from them. This picture is entitled "Sunday on the Farm," and shows a couple of Canada's winsome maidens gathering flowers, while the background is a field of wheat, in the centre of which stands a Massey Harris binder ready for the work of the coming day. The coloring is brilliant and pleasing to the eye, and the maidens, the wheat and the binder certainly go to make up "Three Canadian Beauties." We appreciate the company's kindness in not forgetting us.

A HAPPY IDEA.

The Mount Forest Carriage Co., of Mount Forest, Ont., whose goods are handled in Western Canada by A. C. McRae, struck an appropriate and pleasing idea in the production of their calendar for 1907. This shows the handsome home, grounds and stables of an evident lover of the equine and high class vehicles. In the foreground he stands with his wife and coachman admiring a splendid buggy, or in other words, Buggy No. 40, Palmerston Lady style, the product of the Mount Forest Carriage Co. From the look on his face it is easily seen that this vehicle is appreciated. The body of this buggy is 25 x 54, with solid mouldings and special high spring-back seat. The gear is end spring, long-distance axles, 1½ x 3 and 4 leaf springs, and the wheels 38 and 42, Sarven, nickel caps, ½-inch steel tires, with screwed rims. Trimmings are of No. 1 green or maroon leather, special fancy design, while the body is finished in walnut mottled, and gears in either red, green or black. Dealers who consider this a good thing in the calendar line should write for copies to the factory of the company at Mount Forest, Ont. When you do we will appreciate it if you mention Canadian Farm Implements.

CROSSING THE FORD.

From Joseph Maw & Co., representatives in Western Canada for the Brantford Carriage Co., of Brantford, Ont., we received one of the calendars issued by the latter company. The illustration shows Captain Joseph Brant, (Thayendanegea), together with the tribe of Mohawks and British Commissioners fording the Grand

River, on the site of which now stands the progressive manufacturing city of Brantford, to take possession of the land granted them by the British Government in recognition of their many loyal and faithful services during the French and Indian wars and the American revolution. Mr. Dealer, if you are not the possessor of a copy of this calendar you had better write to Joseph Maw & Co., of this city immediately and see if they have any left. They went fast. Mention our paper, please.

NEAT AND USEFUL.

"Compliments of the Monitor Drill Co.," was the heading of an attractive calendar received from this well-known Minneapolis factory, whose line of drills are handled in this territory by the Fairchild Co., of this city. It is printed in black, yellow and green, the latter predominating. There is a fine cut showing a cross view of one of their standard machines. The place where the disc ought to be is replaced by an open space. Behind is attached a circular card bearing the different months of the year. These dates fit into the space of the disc, and may be moved from month to month by simply turning the card. Write the company at Minneapolis, Minn., for one.

TWO INTERNATIONAL CALENDARS.

From the International Harvester Co. we recently received a number of catalogues as well as several calendars in connection with their different lines. Of the latter we were particularly attracted by those of the Deering and McCormick Divisions. The former depicts a shooting scene in which a handsome English setter is retrieving a partridge. There is nothing lacking in the color line and the rustic scenery is extremely good; particularly where the log fence is adorned with the well-known sign board: "Deering Harvesting Machines." The McCormick picture is along a different line, though dogs are again the central figures. These are splendid specimens of the Irish setter, and the expressions on the face of each makes an interesting study. On the front steps of a prosperous looking home, seated among his dogs, is the proprietor, who is watching the antics of his son and heir. The boy has one of the dogs on a strap and this animal exhibits sullen defiance to his junior authority, while one other looks on him with contempt combined with amusement, and the younger dog shows great delight at the sight of a gun which the boy carries on his shoulder. The company will be glad to forward to applicants copies of these and we would advise you to get one of each.

CANADIAN PACIFIC

Western Excursions

SINGLE FARE

Plus \$2.00 for the Round Trip

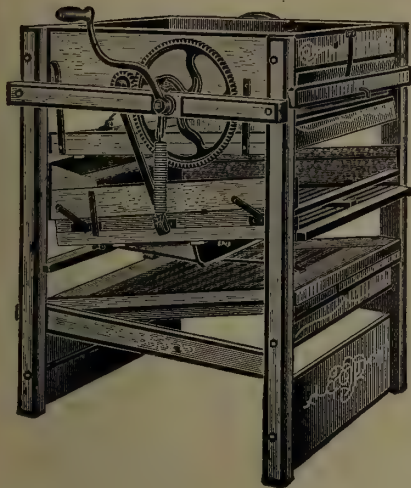
TO

Vancouver, Victoria, Westminster,
Nelson, Rossland, Kaslo, Sandon,
Grand Forks, Greenwood, Midway,
Enderby, Armstrong, Vernon,
Kelowna, Peachland, Summerland
and Penticton, B.C.

TICKETS on Sale February 1, 2 and 4, 1907, good to return within three months.

CHATHAM SEPARATING MACHINE

A MONEY MAKER FOR THE DEALER
A MONEY SAVER FOR THE FARMER



*The "CHATHAM" takes
Oats from Wheat
thoroughly*

Solving the problem of preparing clean seed; making a 99% separation at the first operation. It is scientifically designed for this purpose, and is strongly built of the very best materials, and can be operated by either hand or power.

*This Machine solves the
Wild Oats problem.*

SEE THE POINT, MR. DEALER?

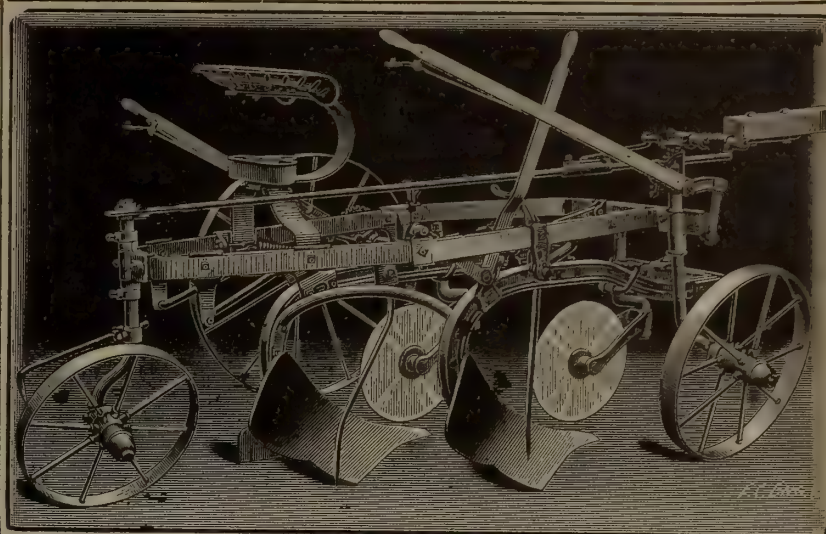
We make the famous Chatham Fanning Mills, Farm Scales, Incubators, and Kitchen Cabinets.

WE WANT A DEALER IN EVERY TOWN IN THE WEST.
Write us for Agency Contracts.

WAREHOUSES AT WINNIPEG, BRANDON, REGINA AND CALGARY.

THE MANSON CAMPBELL CO. Limited

BRANDON, MAN. Head Office: CHATHAM, ONT. CALGARY, ALTA.



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

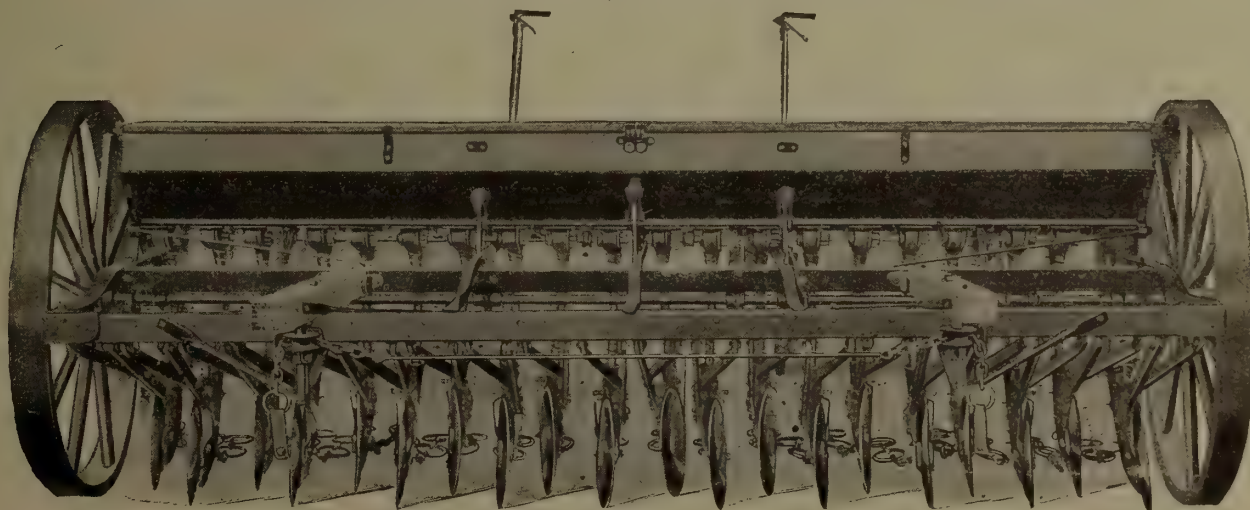
J. THOMPSON & SONS MFG. CO. Beloit, Wis., U.S.A.

THE Frost & Wood Company General Agents,
LIMITED.

WINNIPEG - - REGINA - - CALGARY

DEERING SEEDING MACHINES and TILLAGE IMPLEMENTS

Disk Drills, Shoe Drills, Seeders, Smoothing Harrows, and Disk Harrows



FRONT VIEW DEERING SINGLE DISK DRILL

RELIABLE
DURABLE
EFFICIENT

GUARANTEED
MATERIAL AND
WORKMANSHIP

A line of seeding machines and tillage implements that are guaranteed to give perfect satisfaction is the line to handle. The Deering Seeding Machines and Tillage Implements have met with success wherever used. Get a Deering Contract now for next year, and get your share of the profits. For information write to our nearest branch house or see the blockman.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)

CHICAGO - - - U. S. A.

WESTERN CANADIAN BRANCH HOUSES - - - CALGARY, ALTA; REGINA, SASK.; WINNIPEG, MAN.

WE CAN SHOW YOU

AT BONSPIEL TIME

the

BISSELL

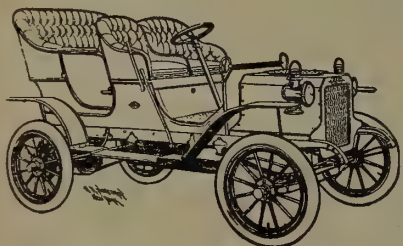
the King of

Disc Harrows.



"Lorne Farm Wagons"
Maw-Hancock Disc
Plows
Simplicity Gasoline
Engines

Brantford Carriages
Oldsmobile & Franklin
Automobiles
Empire Wood Pumps



REO

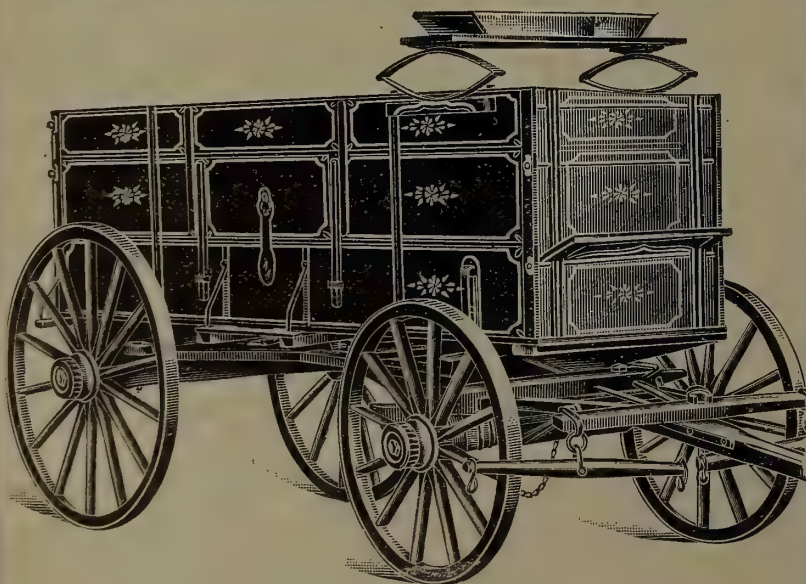
"The Car that does"

16-20 H.P. Carries 5 passengers 40 miles per hour. ORDER AT ONCE.

JOSEPH MAW & CO., Limited,

Market Square, WINNIPEG.

WILKINSON WAGONS



Not "just a wagon" but a wagon with **quality** in every part of it.
Timber absolutely dry—not kiln dried, but **air-dried** for several years under cover.
Hubs of genuine black birch, the timber that does not crack with a few week's exposure.

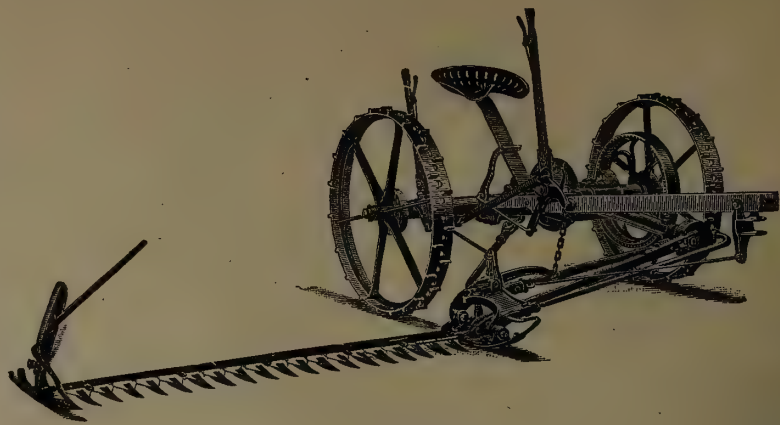
The paint is the best obtainable and the finish is bright and permanent.
We shall be pleased to send you a catalogue of

"THE LIGHT-RUNNING WILKINSON."

SOLE AGENTS FOR THE WEST

THE STEWART-NELSON CO., Ltd.

WINNIPEG



BINDERS

MOWERS

RAKES

DRILLS

CULTIVATORS

PLOWS

When talking to a farmer about farm machinery it is an easy thing to convince him that **Frost and Wood Farm Implements** will meet his requirements and give him the best of satisfaction. He knows our line by reputation if not by actual experience.

Our new plant is completed, and we are now in a position to turn out just double the amount of **Farm Implements** that we had capacity for previous to our fire of last spring, and are now in an excellent position to handle all orders expeditiously and to the entire satisfaction of our customers.

Write to our Winnipeg Branch for prices
and information.

THE *Frost & Wood Company*
LIMITED.

WINNIPEG

BRANDON

REGINA

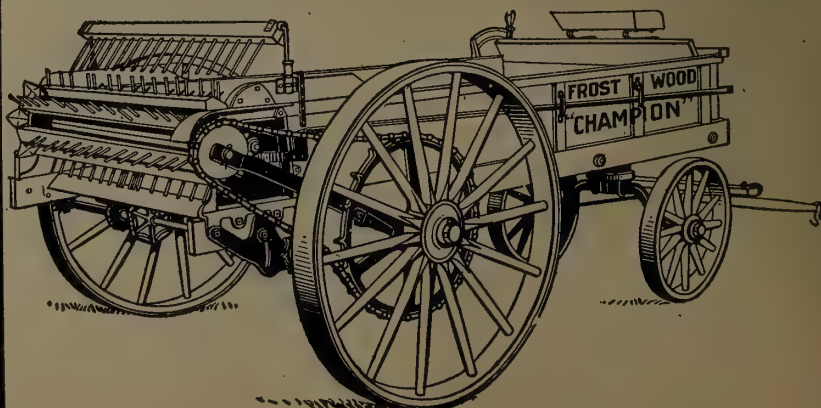
CALGARY

HARROWS

SCUFFLERS

RIDING PLOWS

MANURE SPREADERS and WAGONS



CANADIAN FARM IMPLEMENTS

VOL. V, No. 2.

WINNIPEG, MAN., FEBRUARY, 1907.

Fifty Cents Per Year Single Copies
Postage Paid Anywhere. Five Cents.

UNION BANK OF CANADA.

Head Office: QUEBEC.

CAPITAL AUTHORIZED - \$4,000,000 CAPITAL PAID UP - \$3,000,000
RESERVE - \$1,500,000

Andrew Thomson, Esq. - President.
G. H. Balfour - General Manager.
WESTERN HEAD OFFICE STAFF:
H. B. Shaw - Superintendent.
F. W. S. Crispo - Inspector.
H. Veasey - P. H. Vibert - Assistant Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Altona, Baldur, Birtle, Boissevain, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Nipaw, Rapid City, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, (Winnipeg North End Branch).

SASKATCHEWAN.—Arcola, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humboldt, Indian Head, Lemberg, Lumsden, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, (Saskatoon West End Branch), Sinitluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Calgary, Cardston, Carstairs, Claresholm, Cowley, Edmonton, Ft. Saskatchewan, Frank, High River, Didsbury, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

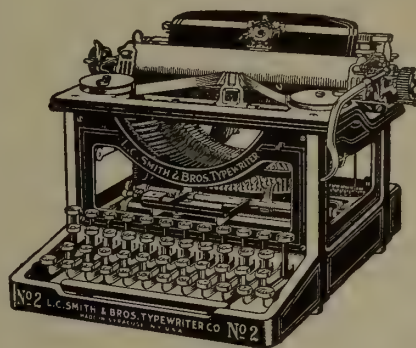
Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

Winnipeg Branch - - R. S. BARROW, Manager.



Union Bank Building, Winnipeg.

WRITING IN SIGHT



L. C. SMITH & BROS. TYPEWRITER

W. J. Arnott Company

Sole dealers for Western Canada

NOTE.—We have a large stock of Second-hand Machines for Sale or Rent—Remingtons, Smith Premiers, Underwoods, Olivers and Empires. These machines are all in good order, some as good as new.

W. J. Arnott Company, Portage Avenue, Cor. Fort Street, WINNIPEG

FEED CUTTERS

YOUR CUSTOMERS will find them an advantage in spring feeding.

YOU will find them a nice line to handle.

WE MAKE the BIG LINE adapted to all powers.



Seven (7) Sizes in Stock.
For Hand or Power.

Write us in reference to your wants for HARROWS, PULVERISERS, WHEEL BARROWS, etc.

"No one can give you a better deal."

John Watson Mfg. Co.
LIMITED.

WINNIPEG

MANITOBA

BRADSTREET'S

Established 1849 Capital and Surplus \$1,500,000

Offices throughout the civilized world.

Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

HARDWOODS

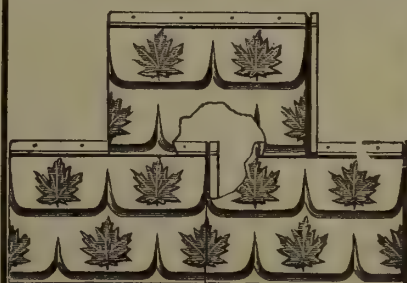
Manufacturers and Importers of Vehicle Wood goods of all kinds.

We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

D. Ackland & Son, Ltd.,

67 Higgins Ave.,

Winnipeg, Man.



SAFE LOCK SHINGLES.

**GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS**

Building Materials of every Description for
SHEET METAL

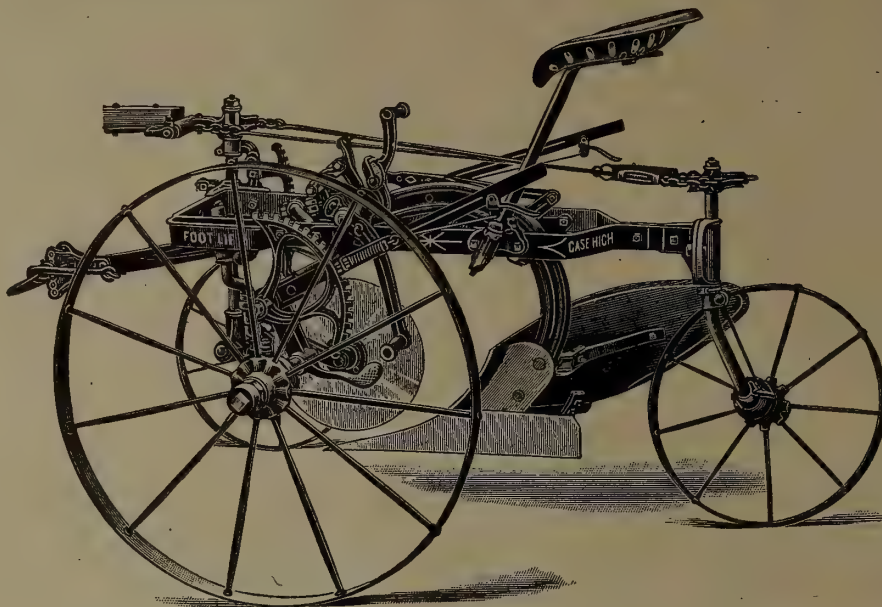
Tell us all about your requirements
and ask for our latest Catalog.

CLARE & BROCKEST

246 Princess Street, Winnipeg, Man.

J. I. CASE
SELF-LEVELING
HIGH
FOOT-LIFT
SULKY PLOWS
HAVE
3
DISTINCTIVE
POINTS
OF
ADVANTAGE

"The Plow a Man can Pull."



¶ They are the **lightest draft** sulky plows that ever turned a furrow. It requires less power to draw them than a walking plow.

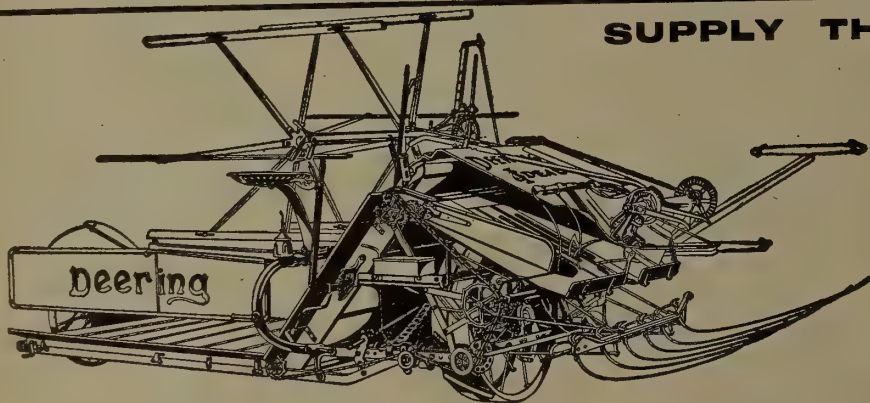
¶ One movement of the foot sends the bottom from plowing position to six inches above the ground, and **at the same time levels the frame.**

¶ But the most important point of all—the greatest improvement known to the art—is the adjustment for **raising or lowering the heel.** It does away with all friction on under side of landside and share, except at the point, which is one reason why the J. I. CASE is so light draft. Also, it permits setting the plow so it will enter and plow the hardest ground, while other plows are idle, waiting for rain to mellow the soil.

A Postal Card request to have our salesman call, and for a copy of our 1907 Catalogue, will be given immediate attention.

J. I. CASE Plow Works : **Racine, Wis., U.S.A.**

The Balfour Implement Co. Ltd. : : **Winnipeg, Man.**



Harvesting Machines

SUPPLY THE DEMAND



Drills and Tillage Implements

❁ No dealer can succeed unless he handles the line of harvesting machines the farmer demands. The demand is for the Deering machines. The reasons for the demand are easily explained. The Deering machines are correctly designed. The best material is used in their construction. They are put together to last. They are easily operated, and any inexperienced harvesting machine operator can use them.

The Deering line of harvesting machines consists of :

BINDERS REAPERS MOWERS RAKES TEDDERS
HAY LOADERS HAY STACKERS SWEEP RAKES

In addition to handling the Deering harvesting machines, seeding machines, and tillage implements, dealers have the advantage of carrying a stock of the following: **gasoline engines, cream separators, hay presses, wagons, sleighs and manure spreaders.**

Now is the time to secure a contract to handle the Deering machines, and be prepared to supply the demand for these machines this coming season.

For information concerning terms and territory, write nearest General Agent. Catalogues will be mailed upon request.

Every farmer is just as particular in his choice of seeding machines and tillage implements as he is in his choice of harvesting machines. It is, therefore, good business policy to sell him just what he demands. The Deering Drills and Tillage Implements are constructed for durability, reliability and efficiency, and the farmer knows it.

This line comprises :

SHOE DRILLS DISK DRILLS CULTIVATORS LEVER HARROWS
SMOOTHING HARROWS and DISK HARROWS

WESTERN CANADIAN BRANCH HOUSES

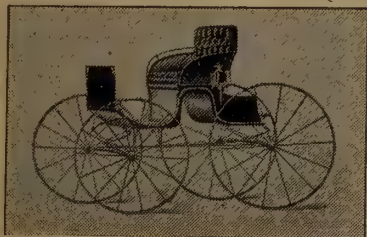
WINNIPEG, MAN.; CALGARY, ALTA.; REGINA, SASK.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO

U. S. A.



Mount Forest Carriage Co. Ltd.

THE NAME A
GUARANTEE

We have a number of new styles which are bound to be trade winners.

Do Not Overlook Them
Send for Catalogue

We also carry a full line of high-wheeled Jogging Carts, Pneumatic Jogging Carts, and Racing Bikes.

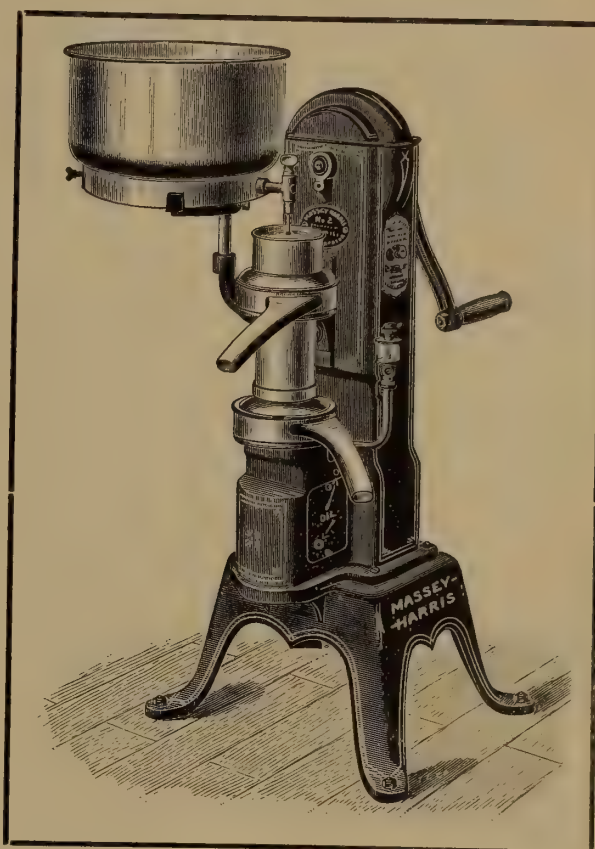
A. C. McRAE

WINNIPEG

MAN.

A Necessary and Profitable Investment

The New Massey-Harris Cream Separator



Saves all the Cream at all Temperatures.

This is, naturally, the first consideration in selecting a Cream Separator, and this is

The Strong Point of Our Separator.

Other advantages worthy of note are:—Waist-high supply can (thus easy to fill); easy to clean (but two parts inside the bowl and these quickly removed); enclosed gears (no danger from exposed gears).

For descriptive catalogue write

Massey-Harris Co.

LIMITED

Winnipeg, Regina or Calgary

THE ... Neepawa Centrifugal Grain Pickler



Manufactured by
**THE NEEPAWA
MANUFACTURING CO.,
LIMITED**
Neepawa, Manitoba

*The Easiest Operated
and Most Complete
Grain Pickler on the
Market to-day. Hun-
dreds in use giving
Entire Satisfaction.*

WE WANT AGENTS

In every town in Manitoba, Saskatchewan and Alberta. Write for Catalogues, Prices, Terms, etc., to

The Neepawa Manufacturing Co., Ltd.

NEEPAWA, MANITOBA

COCKSHUTT DRILLS

HAVE BEEN

Widely Used

Strongly Recommended

Well Advertised

ARE

Durable and Up-to-date

Light in Draft

Satisfactory to Use

Easy to Sell

WILL BE

Earliest on the Land

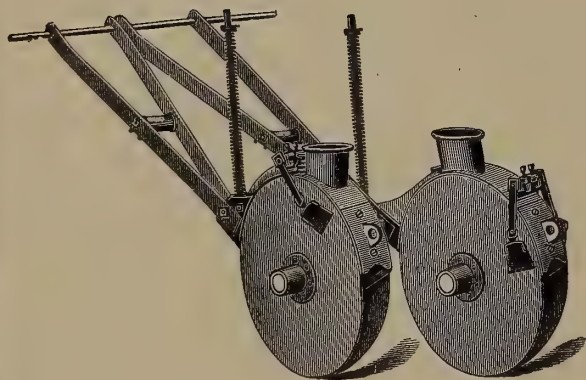
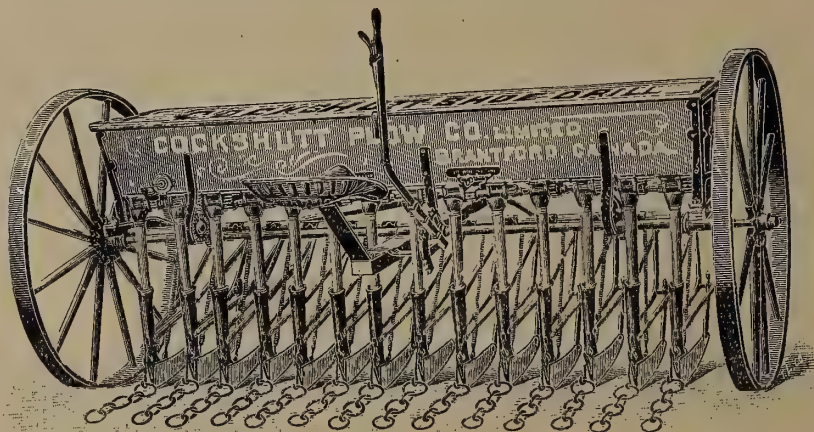
A source of Pleasure to Operate

Trouble-savers for the Dealer

AN IMPORTANT MEANS OF BUILDING UP AND CONSERVING YOUR TRADE

Interchangeable Single Disc, Double Disc, and Drag Shoe Drills; 14, 17, 19 or 22 Shoes.

Cockshutt Shoe Drills are simple in construction and strongly built. The spring pressure is direct, and the shoes are perfect. The tilting attachment enables trash to be cleared easily. They are evenly balanced, and sow with absolute regularity.

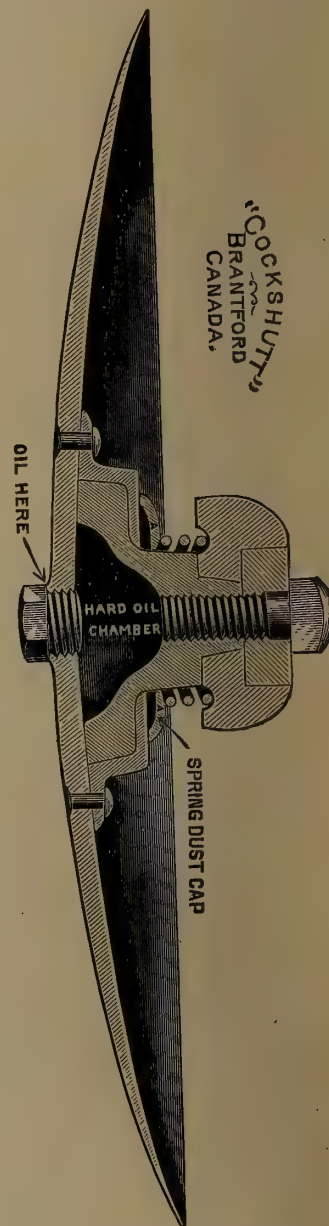


Cockshutt Double Disc Shoes

work well and wear well. The automatically adjusted scrapers keep the discs bright and clean—both inside and outside. The dust-proof chilled bearings insure long wear.



A thorough explanation to the farmer of the **Cockshutt Single Disc bearings** never fails to sell. They are dust-proof, and chilled hard as flint. Always working in a bed of oil, they are practically indestructible. We have demonstrated that our bearings are the easiest running and most durable made. This fact accounts for the great popularity of Cockshutt Single Disc Drills.



Sectional View of
Cockshutt Single Disc Bearings

COCKSHUTT PLOW CO. Ltd.

Factory : BRANTFORD

WINNIPEG

REGINA

CALGARY

CANADIAN FARM IMPLEMENTS

Vol. V, No. 2.

WINNIPEG, MAN., FEBRUARY, 1907.

SUBSCRIPTION PRICE } Per Copy, 5c.
Per Year, 50c

*Rendered by Robert Magness at the Annual Banquet of the
Winnipeg Wholesale Implement Association.*

The Daddy of Them All.

There's a hearty, stout old party, lives beyond the northern sea,
About as rough—about as tough—as a party well can be ;
Strong nerved, well preserved, handy with his hands ;
With muscle for a tussle to enforce what he commands ;
He's big and bold, and a trifle old, and his habit's somewhat full,
Recording fame inscribes his name as Old John Bull.

Rough John, tough John, bluff John Bull,
With both feet getting there, and both hands full ;
His heart is full of kindness with never a drop of gall ;
And Old John Bull is the daddy of them all.

There's many a lad to call him dad, and take the old man's part,
To share his fight and swell his might, and cheer his loving heart—
To bear his flag from cliff to crag, when the echoing bugles blow—
Ten thousand sons to man his guns, and thunder on the foe,
From many a land, from many a strand, they come to the father's call,
For Old John Bull is the daddy of them all.

Rough John, tough John, bluff John Bull,
With a heap of human nature underneath his scanty wool—
The cheeriest, beeriest, stoutest carl upon this earthly ball,
For Old John Bull is the daddy of them all.

The waves that roll from pole to pole still carry him on his way,
From the purple gleams of morning's beams to the golden close of day ;
The heaving seas, the freshening breeze bear on his freighted ships ;
The roar that fills the startled hills leaps from his cannon's lips ;
The flags that fly to the bending sky are with his glory full—
They bear the name and tell the fame of glorious Old John Bull.

Rough John, tough John, bluff John Bull,
The man that carries his burden and the man that has a pull ;
The march of empire thunders where his martial footsteps fall,
For Old John Bull is the daddy of them all.

A. T. FREED.

Members of the Winnipeg Wholesale Implement Association Dine.

After a season of great prosperity, the members of the Winnipeg Wholesale Implement Association met for their seventh annual banquet on Thursday evening, January 24th, in the magnificent Banquet Hall of the Royal Alexandra Hotel. It was one of the nicest affairs in the history of that organization, and the new features introduced by the Entertainment Committee, which included the elimination of lengthy addresses by speci-

ally invited parties and the termination of the banquet before the midnight hour, were particularly acceptable to the whole membership.

Mr. E. A. Mott, the energetic President of the Association last season, was unavoidably absent, being snow-bound on a Soo train at Detroit Lakes, Minn., on his way from Minneapolis to this city. Both Vice-presidents, Messrs. Whitaker and Hartshorne, were also unable to be present, owing to illness, with the result that the presiding duties fell to the lot of Mr. H. W. Hutchison, who, as usual,

was equal to the occasion, filling that position with credit to himself and delight to those gathered round the board.

The following is a list of those present: Mr. John Herron, Waterloo Mfg. Co.; Mr. J. G. Hossack, Massey Harris Co.; Mr. E. Johnston, American-Abell E. & T. Co.; Mr. C. S. Tyrrell, Well Machine & Windmill Co.; Mr. J. Turnbull, Sawyer & Massey Co.; Mr. I. C. Nelson, Stewart-Nelson Co.; Mr. A. C. McRae; Mr. J. M. Reid, Ontario Wind Engine & Pump Co.; Mr. H. W. Hutchison, The Fairchild Co.; Mr. Archie G. Watson, John Watson Mfg. Co.; Mr. J. E. Ruby, Frost & Wood Co.; Mr. G. S. Lowell, Reeves & Co.; Mr. J. W. Bell, B. Bell & Sons; Mr. R. McKenzie, McLaughlin Carriage Co.; Mr. J. M. Docker, Gaar-Scott Co.; Mr. John Stevens, John Stevens Co.; Mr. R. H. Potter, International Harvester Co.; Mr. R. H. Felker, Paris Plow Co.; Mr. Ed. Strachan, John Watson Mfg. Co.; Mr. D. B. McLeod, North West Thresher Co.; Mr. Joseph D. Balfour, Balfour, Implement Co.; Mr. Robert Magness, Inspector of Weights and Measures; Mr. Norman Douglas, and the following

newspaper representatives: Mr. C. W. Esmond, Nor-West Farmer; M. W. McElheran, Farmer's Advocate; Mr. Ed. Heath, Canadian Thresherman and Farmer; Mr. F. D. Blakely, Canadian Farm Implements, and Thos. W. Learie.

After an excellent menu had been carefully attended to and those present had done ample justice to the inner man, cigars were passed and lighted. A telegram was read from the absent President, Mr. E. A. Mott, expressing his regret and disappointment at not being in attendance, and to this a reply was sent at the request of the members. Several musical numbers were rendered during the evening by Messrs. Robert Magness and Norman Douglass, all of which were thoroughly appreciated.

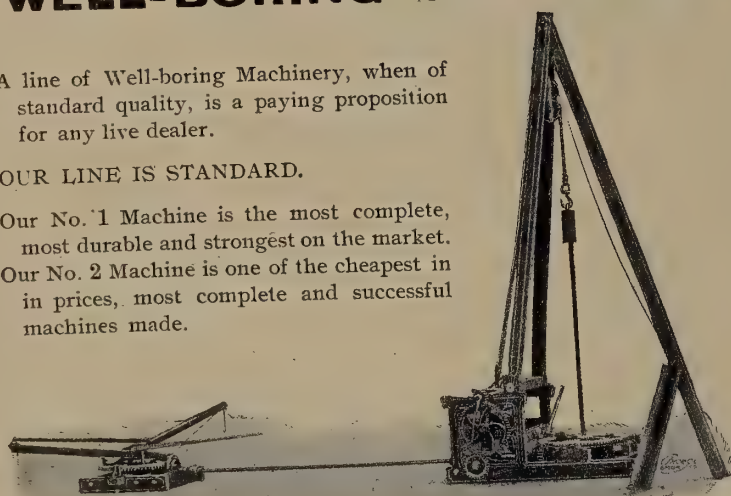
Mr. Hutchison was in a particularly reminiscent mood, and to the enjoyment of everyone gave some interesting information regarding the implement business in Winnipeg in the early eighties, dealing with the various concerns that were then engaged in the trade here and the different locations they occupied, the price of goods then and now, and the conditions governing

WELL-BORING MACHINES

A line of Well-boring Machinery, when of standard quality, is a paying proposition for any live dealer.

OUR LINE IS STANDARD.

Our No. 1 Machine is the most complete, most durable and strongest on the market. Our No. 2 Machine is one of the cheapest in prices, most complete and successful machines made.

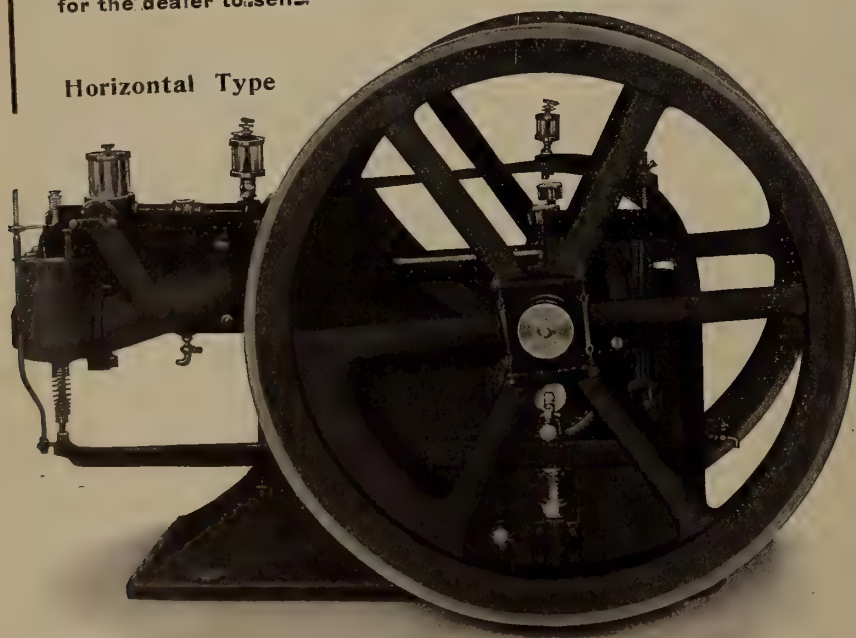


No. 1 Machine with Giant Power.

BRANDON GASOLINE ENGINES

Are the most profitable for the dealer to sell. BECAUSE They are the most profitable for the farmer to buy

Horizontal Type



Ask us about our Well-Boring Machine and our Gasoline Engines. We can convince you of their superior qualities in comparison with all others.

"THE BRANDON" Grain Separator and Cleaner is the acme of perfection in fanning mill construction.

WRITE US TO-DAY

The Brandon Machine Works Co., Ltd.
BRANDON, MAN.

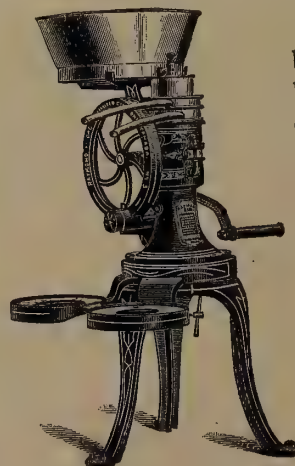
The NATIONAL stands for QUALITY DURABILITY and STRENGTH

THERE is nothing so weak as an assertion not backed by facts, therefore the exact opposite is, There is nothing so strong as an assertion backed by facts.

We not only simply state, and make claim, to have the best High Grade Separator, but we also prove it.

By winning honors wherever shown.

By the statements of dairymen, who have had NATIONALS for over ten years without a complaint or a cent spent for repairs, and who say they cannot speak too highly of them.



By the fact that the National is built of the best procurable material, by experts, and manufactured by one of the oldest and most reliable Canadian firms.

Investigate, and you will find that our 1907 proposition means excellent profits for very little trouble.

Send for Catalogue "A" and full particulars.

RAYMOND MANUFACTURING CO., Limited

324-6 Smith Street, WINNIPEG

Also Manufacturers of the Celebrated Raymond Sewing Machines.

freight shipments in comparison with those of the present day.

After one or two others had followed along the reminiscent line, Mr. J. E. Ruby drew attention to the fact that Secretary-Treasurer Archie G. Watson had signified his intention of resigning from his position, owing to his own private duties demanding his entire attention. He therefore took advantage of this occasion, on behalf of the Association, to thank Mr. Watson for his many years of faithful and excellent service, and in appreciation thereof it was with pleasure

that every member of the Association had contributed towards making him a presentation. This took the form of a very handsome and costly gold watch, chain and locket. In making the gift, Mr. Ruby stated that while the organization deeply regretted the loss of Mr. Watson from the office, of which he had for so long been the able and efficient incumbent, still he realized that the Association was not losing him permanently, and therefore all had reason to rejoice and be glad.

In rising to reply Mr. Watson appeared to be considerably non-

plussed, and, as every dealer who has met him knows, that is an unusual condition for the genial, ready-witted Archie. He said that he had no idea that it was the intention of the Association to so honor him. The work he had done was done without thought of remuneration or reward other than the benefit that would accrue to the Association through the doing of it. He felt compelled to give it up simply because the demands of his own business were such as to require all his time and attention. He sincerely thanked all for their

kindness and evident appreciation, and on sitting down was greeted with "For he's a jolly good fellow," until the magnificent hall fairly rung with the music of the song.

Just a word about the gift. The watch has an Elgin movement of the very latest type, and is enclosed in an open-face gold case. The monogram of the recipient appears in beautiful design old English letters on the back, while the inside case is inscribed as follows: "Presented to Archie Watson by the Winnipeg Wholesale Implement Association, January, 1907." The

Our Lines are Winners

We are Still in the Lead

Get our Contract for 1907.

Windmills—Towers—Tanks—Wood and Iron Pumps, single and double acting.

New Style Stickney Gasoline Engines, the simplest and best for the farmer.

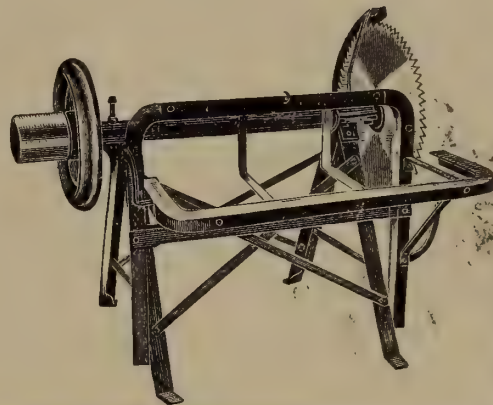
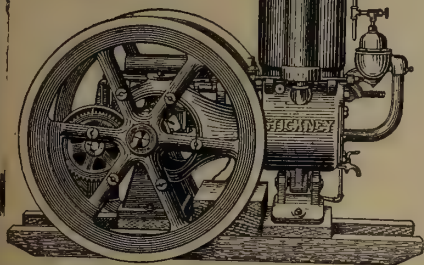
New Frictionless Empire Cream Separators, lightest running, closest skimming.

Grain Grinders—Saws—Feed Cutters—Horse Powers Tread Powers.

Galvanized Steel Flagstaffs.

Eagle Steel Lawn Swings.

Ontario Wind Engine & Pump Co.
Limited
Winnipeg.



GET

the KENTUCKY agency and you will see that it pays to sell a machine that YOU can guarantee.

Kentucky Drills are peculiarly adapted to the needs of the North-West farmer.

ALL STYLES.
ALL SIZES.

Send for Catalogues

The American Seeding-Machine Co.
Incorporated,
WINNIPEG, Man.

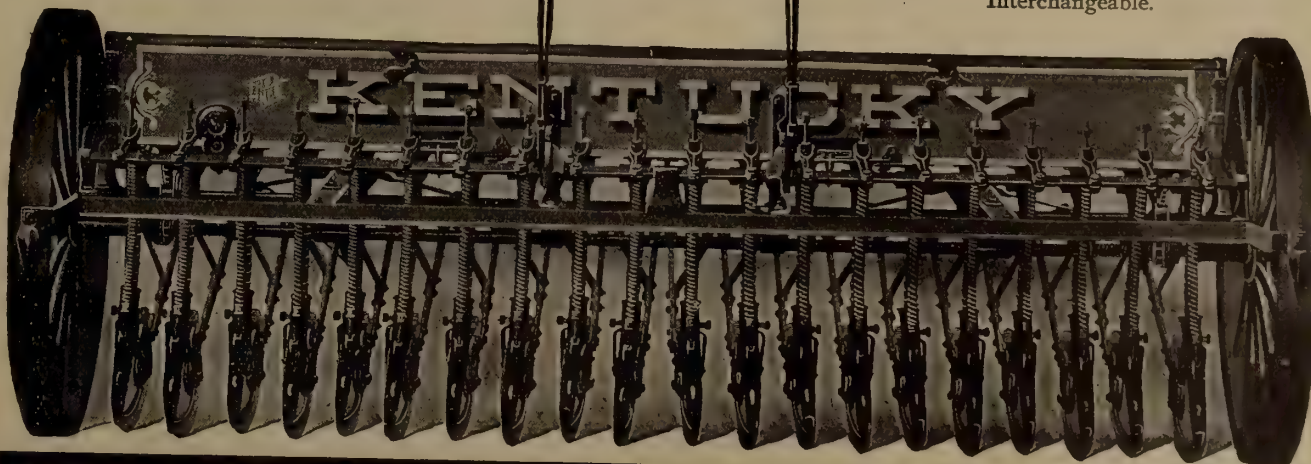
KENTUCKY

Single Disc, Double Disc, Shoe.

"Good as Wheat in the Mill."

Grain Drills

Interchangeable.



initials A. G. W. are neatly engraved in script capitals on the locket, which is of solid gold, oblong shape. Altogether it was a very handsome combination and was greatly appreciated by Mr. Watson.

After a few more remarks by several others present the affair came to a close shortly after eleven o'clock, with the singing of "God Save the King."

THE ANNUAL MEETING.

The evening following the annual banquet the Winnipeg Wholesale Implement Association held their annual business meeting in the Board of Trade rooms. There was a fairly large turnout of members, and the meeting was of a most enthusiastic nature. President Mott not having returned and the two Vice-presidents both being confined to the house through illness, it was unanimously voted that Mr. H. W. Hutchison take the chair. On doing so he reviewed the

work of the Association during the past season and outlined rapidly many lines that could be taken up by the organization during the coming year with great benefit to the trade at large.

Election of officers for the ensuing year was at once proceeded with, resulting as follows: President, C. H. Whitaker, Manager of the Manitoba Branch of the Massey Harris Co.; 1st Vice-president, L. Hartshorne, Manager of the American-Abell E. & T. Co.; 2nd Vice-president, J. M. Reid, Manager of the Ontario Wind Engine & Pump Co.; Secretary-Treasurer, Thos. W. Learie. Executive Committee: Representing the implement section, Archie G. Watson and I. C. Nelson; representing the carriage section, A. C. McRae and J. J. Bugee; and representing the thresher section, John Herron and J. M. Docker.

EXECUTIVE BOARD MEETS.

At the Executive meeting of the Association, held on February 8th,

President Whitaker occupied the chair. Every member of this committee was present, with one exception. Standing Committees for the ensuing year were elected as follows:—Freight Committee: H. W. Hutchison (chairman), M. J. Rodney and J. Turnbull. Legislation Committee: J. E. Ruby (chairman), George Erb and John Stevens. Membership Committee: E. A. Mott (chairman), Thomas Bell and F. D. Blakely. Entertainment Committee: Ed. Heath (chairman), William Johnston and S. S. Bean. Mr. D. B. McLeod, Manager of the North West Thresher Co., Brandon, was elected representative of the Membership Committee at that point.

Many matters of great importance to the trade at large were taken up, and there is every indication that this year should prove a most successful and progressive one for the Association, whose aim and object is for the betterment of trade conditions.

Take an interest in your community. Anything that you can do for its advantage don't fail to do it. A good action, well and thoroughly done, brings its own reward.

U. S. Government Tests Milking Machines.

In our last issue we gave considerable space to the opinions reached by Prof. H. H. Dean, of the Ontario Agricultural College, in regard to the present status of the milking machine. As our readers will remember, Prof. Dean was not very favorable in his conclusions. Since a perusal of his views we have come across a report of tests of the milking machine carried on by Mr. C. B. Lane, Assistant Chief of the Dairy Division, Bureau of Animal Industry, United States Department of Agriculture, in which he says:

"The scarcity of milkers and the unreliability of many of them has had a tendency to keep many men from going into the dairy business.

"It is believed also that the advent of the milking machine will encourage farmers who now have small dairies to enlarge their plants and to make dairying their chief business. The trouble has been in the past that too many farmers have made dairying secondary to other work, and when anything

The "MANITOBA LINE" Wins



Because it is composed of reliable goods, properly made, thoroughly tested, and carefully finished.

Our "MANITOBA" Windmill is the most scientifically constructed Mill in the World. Built to meet Western Requirements.

A Customer's Testimony

Moosomin, Sask., Feb. 11, 1907

Gentlemen.—For windmill power there is no mill to compare with your "New Manitoba." It excels all others for power and speed. It is the most substantial mill and the best value for the farmer. It crushes 30 bushels of barley per hour easily. Doubters of this assertion, who have money to lose, should apply to me.

Sincerely, A. S. Dalgleish.

WRITE FOR CATALOGUES



The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.



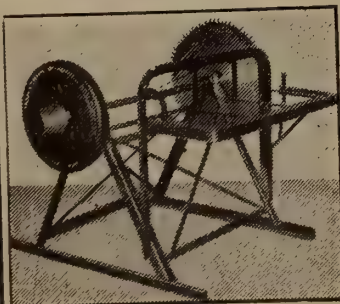
The Famous "Manitoba" Pumps, known and recognised throughout the West as the "STANDARD OF EXCELLENCE."

We Manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized Iron.

See our New

"CANADIAN PETERS" Pumps.

"MANITOBA" Steel Saw Frame Absolutely all Steel. Heavy Angle Steel Frame and Table. Note the Steel Cross Braces. "The Best that's Made."



The Manitoba Windmill and Pump Co., Ltd., Mfrs.,
BOX 301 BRANDON MAN. BOX 301

U. S. CREAM SEPARATOR

OFFERS THE DEALER

a cream separator that, in the fifteen years it has been on the market, has proved its unequalled skimming and wearing qualities. Back of it to-day stand the guarantees of a splendid factory equipment, thirty-three years of successful manufacturing experience, and our well-known reputation for "the square deal" with the dairy public during all these years. You can "bank" on every claim we make for the

CLEAN SKIMMING
EASY RUNNING
LONG WEARING



U. S.

OFFERS THE USER

The Cleanest Skimming Separator

The chief reason he wants a separator is to get more cream—more money—out of his milk. The U. S. gets the most.

HOLDS WORLD'S RECORD FOR CLEANEST SKIMMING

The Simplest Separator

Both in operating mechanism and bowl construction. Three gears and the bowl are all the "machinery" there is to the U. S.

A Simple Bowl Separator

Only two strong, simple, easily handled, easy to clean parts, inside.

The Most Durable Separator

Few parts, and those strong and finely built of the best materials by skilled workmen.

The Easy Running Separator

Gearing correctly proportioned, strong but not heavy, accurately fitted, ball bearings, and runs in oil.

The Safest Separator

Gearing all enclosed within the solid, low, one-piece, iron frame.

Our handsome catalogue not only tells, but shows everything about the construction and operation of the U. S. Cream Separator. 27 pictures.

WILL YOU just let us put our proposition before you. That costs you nothing. Write us TO-DAY to send catalogues and have our salesman call, and WE WILL

VERMONT FARM MACHINE COMPANY
BELLOWS FALLS, VT.

had to be neglected it was always the dairy. For this reason profits from the dairies have been small.

"Where the milking machines have been introduced they have influenced dairymen to clean up their barns and take more pride in their work. This naturally will result in the production of cleaner milk and perhaps in some cases in better prices. Any new apparatus which has a tendency to improve dairy conditions should be welcomed by the industry."

Mr. Lane gives this account of the actions of a herd of cows the first time a milking machine was used on one of their members:

"Only one cow in the herd in question made any disturbance at all while the machine was being attached, and this was due principally to the fact that the machine was attached on the wrong side. This cow, however, soon became quiet. The majority of the cows appeared to like the machines, and stood quietly without manifesting any discomfort.

"Nervous cows do not seem to resent the method, as long as the machines are properly adjusted. The machines are ideal for use with a kicking cow."

Take on a Cream Separator.

Borne apace on the wings of time, the cream separator selling season is very rapidly approaching. From a review of past conditions and the outlook for the coming year, it seems that there are great possibilities for the sale of these machines during 1907.

Throughout the West, but particularly in Manitoba and some parts of Alberta, there is a growing demand for hand cream separators. Because of this demand, there are splendid opportunities offered dealers, and the man who is missing them is simply turning good money out of his own pocket. In Manitoba there is increasing interest in dairying, and several new creameries are being established at different points in preparation for the coming season.

These conditions simply mean a stimulus to the sale of cream separators, and every dealer should govern himself so that he can take advantage of whatever turns up. The live, hustling agent can create business for these machines if he goes after it properly, and it is because of this that the cream sep-

arator is such a desirable adjunct to the other lines of the implement man.

Many dealers explain why they have not taken on a cream separator by saying: "Oh! it's a machine that requires a lot of attention, and there is not enough in it." Now, before we go further, let us contradict that statement right here. It is a fallacy, and every careful investigation of the real condition of things will prove it as such. The cream separator is no trouble in the handling. All manufacturers pack them so that they can be easily and quickly moved about. When a dealer has once studied the particular machine he is selling he knows that he will have no trouble in setting it up and putting it to work, and in very few cases does it require a second demonstration by the dealer, before the farmer has mastered the principles of its operation. There are few things that give the farmer greater returns for the money invested, and a goodly margin of profit is allowed the dealers by all manufacturers. If you have never taken on a cream separator before, do so this year, and you will find it a pleasant and profitable line to sell.

Many Changes in the Tariff.

In our December issue we gave the text of the new Canadian Tariff on implements and vehicles. Since the new schedules went into effect the Government have been working on changes and revisions in the ratings, with the result that the following amendments, of special interest to the trade, are proposed:—

There is a reduction of one cent per gallon on the general tariff duty on crude petroleum, benzine, gasoline, etc. The general tariff duty, under the recent revision, was two and a half cents per gallon.

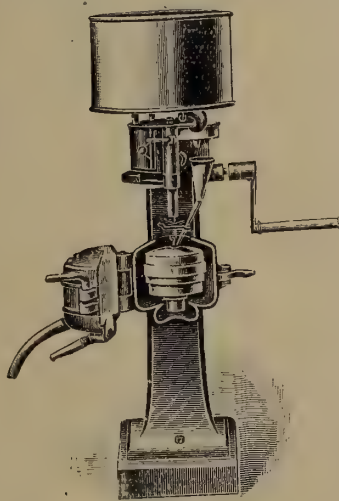
Item 445—After "reapers" the words "and complete parts thereof not including shafting" have been added, preferential 12½, intermediate and general 17½ per cent. each.

Item 446—After "windmills" insert "and complete parts thereof, not including shafting," preferential 12½, intermediate 17½, general 20 per cent.

**EASTLAKE
STEEL
SHINGLES**
WRITE FOR PRICES
**METALLIC ROOFING CO.
LIMITED,
WINNIPEG**

Melotte Cream Separators.

Reach out for more business by handling the highest grade of Separators on the market.



Florence Pump

Florence Pumps are leaders of the best class of wooden pumps. They have every advantage for the Western Canadian farm.

Simple in construction—Honest in quality.

Write us direct to-day.

Melotte Cream Separator Co., Ltd.

W. ANTLIFF, Manager

Winnipeg, - - - Calgary.

Agents for Ideal Gas Engines.

To Mould Public Opinion

takes time, and brain energy. Most dealers in this commercial age have more energy than time, and would economise both by handling standard lines in the direction of which their immediate public requires no moulding.

DE LAVAL

STANDS FOR

CREAM SEPARATOR

in the mind of every dairyman, and is the first name which comes to him when he thinks of buying a machine. That's only one reason why the De Laval agent has it over competitors: the others are in the machine itself.

'Nuff Sed—if interested, write us.

The De Laval Separator Co.

WINNIPEG

MONTREAL VANCOUVER NEW YORK PHILADELPHIA
CHICAGO SAN FRANCISCO PORTLAND SEATTLE

Item 448—The words "horse-power separators, n. o. p., wind stackers," have been struck out.

Item 447—Change to read: "Portable engines with boilers, in combination, horse-power and traction engines for farm purposes, wind stackers and threshing machine separators, including baggers, weighers and self-feeders therefor and finished parts thereof for repairs, preferential 15 per cent., intermediate 17½ per cent., general 20 per cent."

Item 467—After "Canada" insert "and parts thereof." This refers to machinery for twine manufacturers. It is made free in all tariffs.

Item 469—Change to read: "Well drilling machinery and apparatus of a class or kind not made in Canada" for drilling for water, natural gas and oil, and for prospecting for minerals, not to include motive powers, made free in all tariffs.

Item 591—Is amended to include also complete parts of freight and farm wagons, drays and sleighs.

Item 609—The duty on leather belting has been increased 2½ per cent. all round, making it now:

Brit. pref. 15 per cent., Inter. 20 per cent., and general 22½ per cent.

Item 690—A new item is inserted, as follows: "Casual donations from abroad, sent by friends, and not being advertising matter, tobacco, articles containing spirits or merchandise for sale, when the duty otherwise payable thereon does not exceed 50 cents in any one case, under regulations by the Minister of Customs, free in all tariffs."

A new resolution is submitted providing for a bounty on the manufacture of cordage in Canada from manila fibre, this bounty to be equal to the amount paid as export duty in the Philippine Islands on manila fibre produced on those islands and used in the manufacture of cordage in Canada. The bounty is to be operative to manila cordage manufactured in Canada since January 1, and only for home consumption. It is not to exceed three-eighths of one cent per pound.

With respect to the dumping resolution, there is added to the exemptions the following sub-section: "D, binder twine or twine for harvest binders, manufactured from New Zealand hemp, istle or tampico fibre, sisal grass or sunn, or a mixture of any two or more of them, of single ply and measuring not exceeding six hundred feet to the pound."

Mayor Ashdown After the Railroads.

At the meeting of the Winnipeg Board of Trade, held on February 6th, there was "a hot old time" for a little while, when Mayor Ashdown started in to call the railroad companies down. From all that we can learn the aggressive representative of this city was not kicking so much on the conditions that have prevailed during the last six weeks or so, but rather on the records of the wheat hauled by the roads during the months of September, October, November and December of last year. He had facts and figures to prove that the tonnage of wheat hauled during these months was very much lower than that for the same periods of time the year previous, despite the fact that both companies, the C. P. R. and the C. N. R., claimed large increases in their rolling stock.

Mr. Ashdown emphatically stated that he did not wish it understood that he was blaming the officials of the roads in the West. These men had done all they possibly could to make their directorates realize the needs of the West, but the latter were lamentably slow and did not appear to recognize the rapid settlement and great development that was taking place in the prairie provinces, and therefore had failed to keep their equipment up to a standard to meet these demands.

Both Mr. F. W. Peters, of the Freight Department of the C. P. R., and Mr. George H. Shaw, General Manager of the C. N. R., were present and addressed the meeting in reply to Mr. Ashdown. Though unprepared for such an attack on their respective roads, both of these gentlemen made ready and impressive replies. A number of others in attendance had some utterance to make in regard to the subject, one or two taking the stand that Government ownership of railroads was the only solution of the whole trouble.

Mr. Ashdown's claim that the railroad companies are not keeping pace with the settlement and development of the West, in a measure, is justified, but a careful canvass of the situation discloses the fact that it is not due to the cause he gives, viz., negligence on the part of the directorates of the railway corporations. The trouble is and has been for many months back that the railroads have been unable to secure sufficient motive power and cars to enable them to keep

right up to the demands of the country. As Mr. Peters stated, the C. P. R. has orders placed with every shop on the continent for cars and locomotives, but are not able to get their wants attended to.

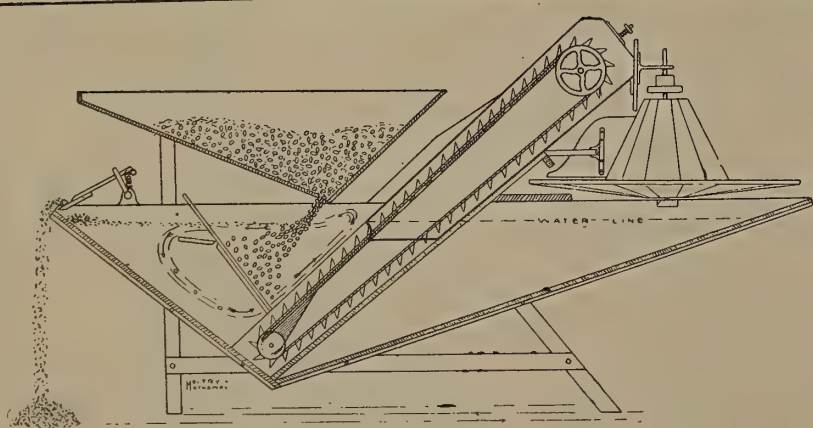
It is our opinion that in some respects the railroad companies deserve condemnation, but we cannot agree with the statement of our worthy Mayor that they have failed to recognize the need for motive power and cars. According to a recent article in a railroad magazine, the locomotive factories of the United States have a capacity for turning out thirty complete engines per day, or one hundred and eighty per week, and yet this number cannot keep pace with the demand, which calls for two hundred and twenty-five engines per week in order to take care of transportation in such a manner as to satisfactorily fill the necessities of the country. There is a proportionate demand for cars, so that even the railroad companies with millions of money behind them are having the greatest difficulty in securing sufficient and efficient equipment.

Mr. Ashdown's statement that the wheat hauled on the C. P. R. during the last four months of last year was much less in tonnage than that hauled during the same period of the year previous brought no explanation from Mr. Peters, though Mr. Shaw, of the C. N. R., showed that the tonnage hauled by his road was greater than that of the previous season. Well, it should be. The C. N. R. had their Edmonton line completed, and therefore had they hauled less wheat than during the closing months of 1905, they would have been entitled to the greatest censure. Just what excuse the C. P. R. officials have to offer as to why their tonnage of wheat hauled during the last four months of 1906 should be so much lower than that hauled during the same months of 1905 we cannot give, as neither Mr. Peters nor any other official of the company have any information to impart relative to the subject. We do know that the people of the country would be glad to have their reasons, and probably they will get them before long.

It Went Cheap.

On February 11th, the Norris Implement Co. was sold by public auction, Mr. H. T. Helgeson, of Regina, Sask., bidding it in for \$14,000. As far as can be learned, it is the intention of the purchaser to continue the business, and rumor has it that a joint stock company is being formed to carry on same. Who the parties interested are our informant would not divulge, but it is altogether likely that a trade announcement will be made in our next issue.

GRAIN IMMERSION PICKLER



SECTIONAL VIEW

Cowan Immersion Pickler Current System

The only Pickler which uses Bluestone or Formalin

TREATS OATS AS WELL AS WHEAT

With Cleaning Attachment guaranteed to remove 99 per cent. of wild cats

WRITE US FOR FULL PARTICULARS

CANADA WEST MANUFACTURERS

LIMITED

UNION BANK BUILDING, WINNIPEG

BINDER TWINE

WE control the output for Western Canada of three large well-appointed factories—two in Canada and one in the United States.

Modern machinery, careful supervision, selected fibre result in a perfectly reliable twine.

The brands are well known and popular.

"Standard" Sisal	-	-	-	500ft.
"Star"	"	-	-	"
"Tiger" Standard Manila	-	-	-	550ft.
"Star"	"	"	-	"
"Red Cap" Manila	-	-	-	600ft.
"Star"	"	-	-	"

Good twine, prompt deliveries, large stock for repeat orders, prices right, are our arguments.

Write to-day for samples and our proposition for live agents.

MERRICK, ANDERSON CO.
WINNIPEG.

Maple Leaf Carriages



More points of superiority in Maple Leaf Carriages than in any other line offered.

Made in one grade only. Material, workmanship and finish guaranteed.

Let us send you the new catalogue describing these carriages fully.

Manufactured by

The Dominion Carriage Co., Ltd.
TORONTO.

THE STEWART-NELSON CO., LTD.
General Agents, - WINNIPEG

MONITOR DRILLS



DOUBLE DISCS
SINGLE DISCS
SHOES AND HOES

Double Discs. We have overcome all difficulty heretofore encountered with our Double Discs. We guarantee these Drills to work right, without clogging, in any soil, under any condition that any Drill made can work in, and in addition to this, they deposit all the seed at the bottom of a clean wide furrow in two rows, spreading the seed further apart than any other makes of Drills, and cover all seed uniformly.

Single Discs. As shown by cuts, they drop the seed in front of the axle with the downward turn of the Discs. The discs thereby aid to carry all the seed to the bottom of the furrow. Discs sowing behind the axle with the upward turn of the Discs, tend to carry the seed out of the furrow and drop a large portion on top of the ground.

Draw Bars. All Disc Draw Bars are like those shown on the Single Disc. They are flat and straight. There is no strain on the bars up or down, it is all sideways. We have the strength where it's needed. No wobbling, no getting out of alignment, no breakage.

Our Catalogue No. 31 describes all machines in detail, ask

The Fairchild Co. Ltd.

WINNIPEG

REGINA

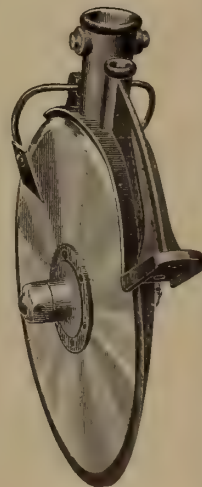
CALGARY

Or **Monitor Drill Co.**

:

:

Minneapolis, Minn.



Brandon.

Mr. R. N. Ray, a traveller for the Sharples Separator Co., is making his headquarters here. Mr. A. T. Drinnen, who has charge of the company's business in these parts, has moved his family from Ontario and taken up his residence here. The company have also made arrangements for representation at Regina. Mr. H. Knight, who has been head pusher for the New Hamburg Threshing Machine Co., of New Hamburg, Ont., at this point for the past four years, will look after their interests from the Regina capital.

Mr. J. A. McKellar recently removed his place of business to the office and warehouse building recently vacated by Mr. James Shirriff. Mr. Joseph Neilly, who was head road man for Mr. Shirriff, will continue in the same capacity for Mr. McKellar.

Mr. J. Clegg, of the Arlington Hotel here, has been appointed

agent for the Reeves Thresher Co., and Mr. J. Conroy, of Virden, Man., will assist him with sales.

Mr. H. M. Hendrick, of New Hamburg, Ont., has been appointed general agent and collector for the New Hamburg Threshing Co. at this point, to replace Mr. H. Knight recently resigned.

Mr. John Britton, Manager for the North West Thresher Co. at Regina, was in the city for several days recently.

Mr. D. B. McLeod, Manager of the North West Thresher Co. here, recently moved his family from Winnipeg to this city.

Mr. W. Cameron, agent for the Massey-Harris Co. at this point, was in Winnipeg attending the Bonspiel.

Mr. W. J. McRae, traveller for the Sawyer & Massey Co., is doing considerable smiling these days. The cause is a son and heir. Congratulations.

Mr. Dan Dow, of Grand Forks, N. D., spent several days in Bran-

don recently. It is understood that Mr. Dow intends to establish a factory in the West for the manufacture of the well-known Maple Leaf windstacker. To our mind, Brandon seems the most logical point at which to establish a concern of this kind. We hope Mr. Dow will see it that way.

Messrs. Brandon & Robertson, who have been manufacturing the Brandon self-feeder here, recently formed a joint stock company for this purpose. They expect to turn out seventy-five machines during the coming season.

The well-known implement firm of Smith & Inglis, of this city, recently underwent a dissolution of partnership. Mr. G. H. Smith withdraws, leaving Mr. Inglis to continue.

The Brandon Winter Fair & Stock Show was held here during February 19th, 20th and 21st. There was a very large number of farmers in attendance, the fine open weather of the previous fortnight lending itself to the cleaning up of the various blockaded lines and giving farmers and others a chance to get out with some degree of surety of reaching their

destination within a reasonable time and also with the possibility that they would be able to get back in time for spring work. The Brandon citizens are working energetically to have a fund of \$40,000 raised for the construction of a live stock pavilion to house the Winter Fair, which it is intended to locate at the corner of 10th Street and McTavish Avenue.

Mr. L. C. Hazlett, formerly manager of the International Harvester Co. at Winnipeg, has been appointed assistant manager for the same company at St. Cloud, Minn.

Calgary.

Among the visitors in the city recently, the following implement dealers were noticed: Messrs. H. A. Murphy, Lacombe; J. A. Sutherland, Crossfield; P. L. Grasse, Innisfail; Jas. McVay, Lacombe; W. J. Botteril, Red Deer; J. F. Sinclair, High River; and M. McHardy and J. Mahon, of Okotoks.

Mr. J. J. Weir, of Regina, spent a short time in the city recently.

Mr. Frank C. Eadie, formerly of the firm of James Eadie and Son, of Portage la Prairie, Man., stayed off at Calgary for a few days on his way to the coast, where he intends to go into the real estate business with his father, who is already there.

"OWEN'S"

ADVANCE MILLS



Will do better work and more of it in cleaning, grading or separating than any other mill. Especially adapted to taking out WILD OATS.

Made in 3 sizes, No.'s 10, 12, 20. With or without bagger.

We also handle the "Owen's" Smut Cleaners, which are acknowledged by all to be the very best on the market.

LET US QUOTE YOU OUR VERY BEST PRICES

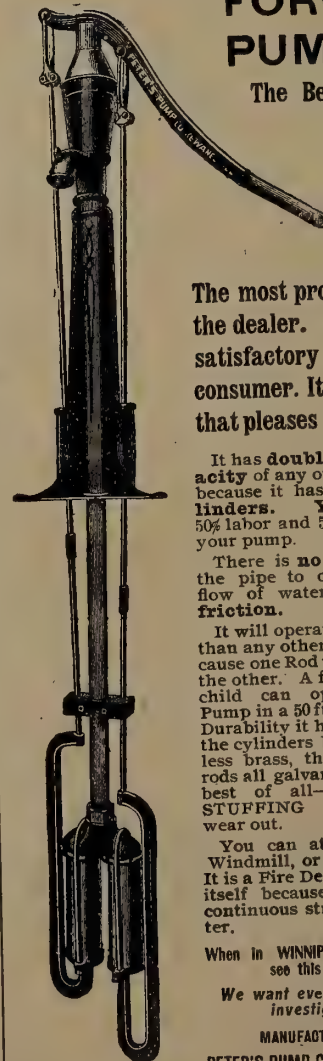
The Fairchild Co., Ltd.

Winnipeg

Regina

Calgary

The "PETERS" Double Cylinder FORCE PUMP



The Best Hand
Force
Pump
that
Money
Can
Buy

The most profitable to the dealer. The most satisfactory to the consumer. It's a pump that pleases everybody.

It has double the capacity of any other Pump because it has Two Cylinders. You save 50% labor and 50% wear on your pump.

There is no rod inside the pipe to obstruct the flow of water or cause friction.

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump

We want every Dealer to investigate.

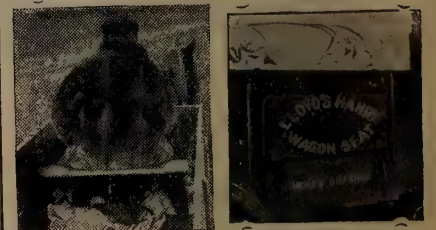
MANUFACTURED BY

PETER'S PUMP CO. KEWANEE, ILL.

W. JOHNSTON & CO., Limited

General Agents: WINNIPEG

LLOYD'S Handy Low Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

Mr. J. Smith, representative for Wm. Gray & Sons Co., has returned to the city after an extended trip to outside points.

Mr. Elmer Day, a well-known Manitoba dealer, at Carman, spent some time in Calgary recently and from here he intends to go to the Coast. It is not improbable that Mr. Day will return to Calgary to reside, as he is very much pleased with this portion of the country.

Mr. J. A. Stringer, of Strawberry Point, Iowa, has joined the Alberta staff of the Massey-Harris Co.

Messrs. J. G. Douglas and H. Chisholm who have had charge of the local business of the Massey-Harris Co., have severed their connections with that firm.

Mr. P. L. Grasse, the well-known Innisfail dealer, is about to retire from the Implement business and intends moving to the Coast where he will engage in the real estate business.

Mr. I. L. Wanamaker, of Claresholm, has returned from a two months' visit to the Maritime Provinces.

Mr. J. P. Minhinick, General Agent of the Frost and Wood Co., is making an extended trip over the North line and branches.

Mr. J. Henning is inspecting the Massey-Harris agencies on the C N.R. line, East of Edmonton.

The representative of the Nichols & Shepard Threshing Machine Co., of Battle Creek, Mich., was looking over the ground here for the purpose of establishing a transfer agency for their machines a short time ago.

Mr. J. A. Brookbank, Manager of International Harvester Co., for Alberta, has just returned from an extended trip to the head offices of his firm at Chicago, Ill. He came home by way of Winnipeg.

Mr. Jas. Latimer, of the Cockshutt Plow Co., has returned from a visit to Winnipeg. Good progress is being made towards the completion of the additional two storeys on their Calgary warehouse. They are also building an additional ten feet on the East side of the warehouse, so that when completed it will be one of the most up-to-date and commodious warehouses in Calgary. A large electric elevator 10 x 20 ft. is being installed, and a private spur will be put in as soon as the C. P. R. can get the work done.

R. C. Switzer, of The Watrous Engine Works Co., passed through the city recently, intending to cover the South branch of the C. & E. He was taken ill at High River,

however, and returned to Calgary, where it was found necessary to have him taken to the hospital. Although he has had a very painful illness, we are pleased to learn that he has now commenced to improve, and it is hoped that he will soon be round again.

After having experienced one of the coldest months (January) remembered in Calgary for a number of years, our old friend The Chinook arrived promptly February 1st, since which time we have had the finest spring weather. The snow has all disappeared, and tales of coal famine, and dying cattle are things of the past. The damage on the ranges is not nearly as great as reported, and everything looks bright for a good year.

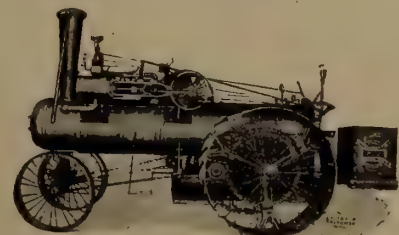
The Manson-Campbell Fanning Mill Company, of Chatham, Ont., manufacturers of fanning mills, incubators, brooders, farm scales, and kitchen cabinets, is the latest of the largest eastern firms who have decided to build a large distributing warehouse, and make this city their permanent headquarters for this portion of the West.

Mr J. L. Campbell, the Alberta and British Columbia manager, has resided in Calgary for the past three years, and at present has a warehouse on Ninth avenue west, but finds his quarters too small to properly take care of the rapidly growing business of this country. When Mr. Manson Campbell, the president of the company, was in the city recently, he purchased lots on Tenth avenue upon which, we understand, he intends to build an up-to-date warehouse.

WATERLOO THRESHERS AND ENGINES



Superior quality Engines 16 to 25-h.p. Heavy Gear Plowing Engines.
Separators—"Champion" and "Manitoba Champion."—Sizes 33-42 to 40-62.



HEAD OFFICE AND FACTORY:
WATERLOO, ONTARIO, CANADA.
BRANCH OFFICE AND WAREHOUSE:
WINNIPEG, MAN., AND REGINA, SASK.
Write for Catalog and mention this paper.
ADDRESS:
WATERLOO M'FG. CO., LIMITED

WIDE-AWAKE DEALERS SELL

EMERSON

Foot-Lift Farm Implements

BECAUSE

THEY ARE THE EASIEST HANDLED

THEY ARE THE LIGHTEST DRAFT

THEY ARE THE MOST DURABLE



"EASILY HANDLED BY EVEN A CHILD"
THAT FOOT LEVER
DOES IT.

The following record is from one of the Emerson Manufacturing Co.'s sale cards, and shows what one customer did with the Emerson Line.

1st year—Total Sales : \$ 3,829.00

2nd year—Total Sales : \$ 7,656.00

3rd year—Total Sales : \$12,340.00

This customer is a retail dealer in Western Canada.

Men making such records as the above are merely salesmen like you and I. They know how to show their trade the advantages of the Emerson Foot Lift Line that brings business. They emphasize the reasons why Emerson goods are **Easier to Handle, Lighter Draft, and More Durable** than any other. It's these facts, firmly impressed on the minds of farmers, that increase and build up a permanent trade.

Let us submit our proposition for 1907

It's worth all it costs you to write for it.

Emerson Mfg. Company

Farm Implement Builders since 1852

ROCKFORD - ILLINOIS

CANADIAN AGENTS

Tudhope, Anderson & Company Ltd.

WINNIPEG

CALGARY

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.

901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

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Fifty Cents per year. Single copies Five Cents
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F. D. BLAKELY - President and Manager.
P. G. VANVLEET - Vice-President.

Member Western Canada Press Association

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CHICAGO OFFICE
4601 Champlain Avenue.
A. S. CORE - Representative.

Entered in Post Office at Winnipeg as second
class matter.

WINNIPEG, MAN., FEBRUARY, 1907.

Pernicious Legislation Proposed.

Unquestionably one of the most drastic measures yet introduced into the House of Commons is the bill entitled: "An Act respecting the hours of labor on Public Works." The text of this proposed legislation is as follows:—

"1. Every contract to which the Government of Canada is a party which may involve the employment of laborers, workmen or mechanics, shall contain a stipulation that no laborer, workman or mechanic in the employ of the contractor or sub-contractor, or other persons doing or contracting to do the whole or a part of the work contemplated by the contract, shall be permitted or required to work more than eight hours in any one calendar day, except in cases of extraordinary emergency caused by fire, flood or danger to life or property.

"2. Every such contract hereafter made shall contain a provision that unless the person or corporation making or performing it complies with the provisions of this Act, the contract shall be void and the person or corporation shall not be entitled to receive any sum, nor shall any officer, agent or employee of the Government of Canada pay or authorize payment from the

funds under his charge or control to the person or corporation, for work done upon or in connection with the contract which in its form or manner of performance violates the provisions of this Act.

"3. This Act shall apply to work undertaken by the Government of Canada by day labour."

We are at a loss to foresee where-in lies the statesmanship that prompted the introduction of such a blundering, pernicious piece of legislation as this. The tremendous shortage of help that prevails throughout the country at the present time seems sufficient argument to repudiate such a measure. If, by any furthering blundering, the Dominion Government should pass this bill and sanction the enforcement of an eight-hour day in connection with all Government contracts, a powerful lever is at once placed in the hands of the trade unions all over the country in their demands for an eight-hour day. If the Government adopts it, what other class or classes could afford to fight it and what would be the result of its adoption by all our manufacturers?

With a reduction in the hours of the working day and no proportionate reduction in wages, the consumer would at once have to face a rise in the price of goods, owing to the increased cost of manufacturing. This would certainly be the case in connection with farm implements, vehicles, etc. Every man in the trade realizes the close margins that the business is being done on at the present time, and no further increases in cost of manufacturing can be met without advancing the price of goods. If such were to take place, the dealer, who is doing business on the narrowest possible profits, would be compelled to advance the price to the farmer on all Canadian-made implements, vehicles, etc. Here we are merely taking our own particular line. The same would result with all other classes of Canadian-made goods. Would such a condition be desirable?

From another standpoint the adoption of an eight-hour day in this country would play havoc with our manufacturers. They could not begin to meet the competition of foreign-made goods. Foreign manufacturers would get two hours per day extra work out of their employees at the same scale of wages, and in some cases at lower wages, than prevails among our industrial concerns. This means that Canadian manufacturers would



C. H. Whitaker

Manager Manitoba Branch Massey-Harris Co.
President Winnipeg Wholesale Implement Association, 1907.

be forced to lose two hours' work per day, unless overtime was paid. Two hours per day means a loss of twelve hours or a day and a half's regular time per week, or during the year of three hundred actual working days, a loss of seventy-five working days. Such a condition would force many of them out of business, and our industrial life cannot afford such a sacrifice, even for the union man.

How would such a condition affect the farmer, and particularly the farmer who requires plenty of help. For years there has never been sufficient labor to supply the farmers of this country, and particularly the West. A great many attribute this fact to the attractions and allurements of city and town life to the laborer. A nearer guess at the cause of the laborer's leaving the farm prompts us to say that it is because of the higher wages paid in the factories, the shorter hours of employment and because the work is not as hard. Would an eight-hour day help the farmers to secure additional labor? Decidedly not. It would simply be another inducement for the laborer to leave the farm and go to work in our towns and cities. Is such a condition desirable? Again—decidedly not.

If a determined fight is made against this bill, we do not see how a sensible government can pass it, and we have always given the present representatives of the Canadian people credit for having a full measure of common sense.

A pig stuck under a fence has a bad squeal but nothing like the man done up on a row deal.

Express Rates on Parts Should be Reduced.

If there is one phase of the traffic problem that the trade have more reason to kick on than another it is that connected with the charges of the express companies, and these many members of the implement fraternity characterize as exorbitant. They state that express rates in the West are away out of proportion when compared with those on similar mileage in the East and South. Why this condition should be so we cannot understand.

Express companies are known to have only two classifications for freight, viz., produce and merchandise, with a sub-rating for small parcels to enable them to compete with the parcels post service. Under the classification of produce are listed all shipments of a perishable nature, while all other articles for transportation are classed as merchandise. In accordance with the latter, heavy iron castings, practically indestructible, are charged at the same rate per pound as a case of crockery, or some other kind of goods easily damaged.

The injustice of such classification is self-evident. The matter is something of interest to the trade of the West. The express companies make a very profitable thing out of the jobbers and dealers in farm implements. Particularly is this the case in connection with the shipment of parts. Concerted action on the part of the trade might have the effect of securing some reductions in rates on such goods,

and it is certainly worth the effort. When the Retail Dealers' Association was in existence they had several conferences with express company officials relative to this same matter, but, we understand, were unsuccessful in securing any concessions. On another occasion a delegation waited on an express company manager regarding a reduction in rates on parts. After they had presented their claims and argued their case, the manager informed them that if they could show his company wherein it would gain by a reduction of the rate on such goods his company might be ready to consider the matter.

Now, we don't want a Government express system. We believe that the principle of Government ownership is very excellent in theory, but the country has not yet reached that stage of development that makes such a condition desirable; therefore, to our mind, it is not practicable. But we would like to see the Government take some steps to provide for the regulation and control of express rates. We are confident that the trade can put up a strong fight for reductions, and if the matter were carried to the Railway Commission we are equally sure that it would not be a losing proposition for the jobbers and dealers of the West. At least some effort should be put forth, and we hope it will. The present system of express charges demands attention, and it should not be neglected.

Lower Freight Rates.

Since the opening of the short lines giving the Great Northern Railway communication between St. Paul and Brandon and Portage la Prairie, that road has advertised a general reduction in freight rates from the south to these two points. It is said that on first-class freight this reduction will amount to about seven cents per hundredweight. A statement is said to have recently been issued by the Canadian Pacific and Soo line offices that a similar reduction would be made on those lines from St. Paul to Winnipeg, same to take effect when these rates go into effect on the Great Northern road. This will take place in the very near, in fact, the almost immediate future, if reports are reliable.

If you want to be lucky in life, force luck and make it yourself. Believe in yourself and others will believe in you.



Festus C. Chapin.

Festus C. Chapin, of Hartney, Man., is dead. Because of this we have a fuller realization of the great truth that "in the midst of life we are in death," and, therefore, it is with profound regret and deep sorrow we pen this announcement of his demise, which took place at his home on February 3rd. Mr. Chapin has been in failing health for many months, but it was only a short time ago that he was compelled to take to his bed and give up the management of his extensive business. He was a pioneer of the implement trade in Manitoba, and it is doubtful if the retail trade had a more popular representative.

Born in Brant County, Ontario, in 1848, he was educated there, later following farming until 1877. At that time he took the famous advice of Horace Greeley and came West to grow up with the country, and none will dispute the assertion that he did grow up with this great land. He settled at Portage la Prairie, where he became connected with the old firm of Westbrook & Fairchild, with whom he remained for many years. In 1892 he decided to strike out for himself and located at Hartney, where he engaged in a general implement, grain and lumber business, which from small beginnings grew into a splendid trade and was of inestimable benefit to the farmers and other inhabitants of that district.

Throughout his life Mr. Chapin held deep-rooted principles for right, and from these he never deviated. As one of his old friends put it: "If ever man did, Festus Chapin carried the white flower of a blameless life." In religion he was a staunch Baptist and one of

the most influential members of the Hartney Baptist Church, whom he represented at many of the larger conferences of that sect. In politics he was a Liberal and a strong and unyielding advocate of prohibition, and to him is credited the securing of local option for Hartney. He was a prime mover in the formation of the Western Retail Implement Dealers' Association, held important positions on its Executive Committee during its life, and deeply regretted the fact that the dealers of the West failed to recognize the need of such an organization.

The funeral took place to Riverside Cemetery, Hartney, and many old and sorrowing friends followed to pay their last tributes to a man so generally respected and loved. The deceased leaves a wife, one son and three daughters to mourn his loss. We know the trade joins with us in extending our sincere sympathy.

J. M. Marley.

After a lingering illness of several months and a heroic battle for life against the ravages of an intestinal disease that completely baffled the skill of many physicians, Judson M. Marley, Advertising Manager for Deere & Co., of Moline, Ill., died in Rochester, Minn., on January 30th.

The late gentleman was forty-eight years of age and commenced his life's work in the field of journalism. Some years afterwards he accepted a position in charge of the publicity department of the Plano Manufacturing Co., of Chicago, Ill., and to him is ascribed the credit for the thorough organization of this division of the work

of that company. After having made a change or two in the interval, he joined the staff of the Moline Plow Co., and was later appointed assistant manager of their branch house at Indianapolis, Ind., from which concern he resigned to take charge of the advertising department of Deere & Co. Mr. Marley was highly esteemed by all who knew him, and his untimely demise is a source of sincere regret to his many friends and acquaintances of the trade.

Who Should Pay the Exchange?

Who should pay the exchange on remittances? Of all the smaller problems that vex and trouble the relationship between the jobber and the dealer, it is questionable if there is a greater bone of contention than that embodied in our opening enquiry. The matter has been threshed out time and time again between wholesalers and retailers in all parts of the country, and until a definite policy is formed in regard to it between the jobbers and dealers in farm implements and vehicles in the West, there is no doubt but that it will continue to crop up as a source of trouble and disagreement.

It has always been recognized in the business world that the buyer is the party responsible for the exchange on notes, drafts, etc., especially where he has been granted credit for a period of time by the seller. We believe that every dealer realizes his obligations in this connection, and that he is prepared to meet his responsibilities. The buyer is certainly the party who should bear the cost of remittances. If he has a bill of goods from a wholesaler valued at \$1,000, payable at the office of the seller some months later, it is nothing more or less than right and simple justice and square dealing that he should pay the wholesaler the exact face value of his account. Not a cheque for \$1,000 less the exchange, but a cheque for that amount plus the exchange, or a prepaid cheque for that amount.

The buyer may argue that the fault lies largely with the sellers themselves, and beyond every question he is right. Many sellers have been lax in the matter of charging the buyer back with the exchange, and the custom of leaving it to be taken care of by the seller has grown by leaps and bounds. Some concerns selling to the retailer endeavor to induce business by paying the exchange themselves, and this has resulted in a demoralizing condition as to the party responsible for the commission on remittances. We believe that the dealers of Western Canada are prepared to meet their obligations in this matter, but the fault lies largely with the jobbers and wholesalers, for the simple reason that they have no definite or united policy on the matter.

Personals.

Mr. James Kippen started an implement business at Carlyle, Sask., recently.

Mr. Gordon McQueen, of Carievale, Man., made a hurried trip to the city during Curlers' Week.

Mr. F. L. Halliday, of Halliday & Eyres, Gainsboro, Man., was reported in the city during the 'Spiel.

Mr. R. R. Cockerton, implement dealer at Dauphin, Man., was recently succeeded by A. & A. Tait.

Mr. Albert H. Boele opened up a short time ago in the implement business at Ridgeville, Man.

Mr. John Madden is a recent beginner in the agricultural implement business at Canora, Sask.

The firm of Siemens & Wiebe at Herbert, Sask., recently dissolved partnership, with Mr. G. P. Siemens continuing the business.

Patton & Curry is the name of a firm that has succeeded to the implement and vehicle business of Mr. M. B. Curry at Macoun, Sask.

Beischel, Pretty & McFarlane, implement dealers at Weyburn, Sask., recently changed the name of their firm to the Weyburn Implement Co.

The firm of Dalglish & Westbrook, implement and vehicle dealers at Rouleau, Sask., has dissolved partnership. Mr. Westbrook continues.

Mr. H. C. Clare, of the firm of Clare & Brockest, this city, recently returned home after a lengthy visit to the factory of the company at Preston, Ont.

Mr. Z. K. Carson, who has charge of the Collections Department of the Parlin & Orendorff

Co., of Canton, Ill., was in the city during Bonspiel Week.

Pollock & Maloney is the name of the new concern recently organized to do business in Manitou, Man. We mentioned the probability of the formation of this company in our last issue.

Mr. J. T. Westgate, of Francis, Sask., was in the city for a couple of days during the 'Spiel, visiting local jobbers in connection with spring shipments, etc.

Mr. J. Stewart, of the firm of Stewart & Smerle, dealers at Rosinfeld, Man., called on several members of the trade here during Bonspiel Week.

Mr. G. Loepky and Mr. Henry Ritz, both of whom have been conducting implement businesses at Altona, Man., recently sold out to a firm to be known as Wiebe & Derksen. This firm will amalgamate the businesses and run them under one control.

Mr. Wilfrid Ledoux, who has been operating a general store and doing an implement business at Arnaud, Man., and who is the inventor and patentee of "Ledoux's Self-Unloading Chute," recently made an assignment in favor of his creditors.

Mr. J. O'Connell, better known as "Jack O'Connell, the big Kentucky drill man," whose headquarters are at Calgary, Alta., was in the city for Bonspiel Week, visiting Mr. S. S. Bean, Manager of the Winnipeg branch of the American Seeding-Machine Co.

The Ontario Wind Engine & Pump Co., of this city, continue to find a ready demand for their "Little Giant" village fire engine.

The town of Carievale, Sask., recently placed an order for one of these machines, and many other points in the West are considering the advisability of following their action.

Mr. J. A. Morcombe, of Cypress River, Man., was in during the 'Spiel for the purpose of visiting members of the jobbing fraternity and also meeting many of his old friends taking part in the "roarin' game," of which he is an enthusiastic and expert exponent. Mr. Morcombe in discussing trade conditions stated collections were exceedingly slow, but that there was every indication of a good business during the coming spring.

Mr. J. H. Roseborough, the well known dealer at Birtle, Man., was in on business a couple of weeks ago. While here he called on the John Watson Mfg. Co. and other members of the jobbing trade.

Mr. H. W. Hutchison, President and Manager of the Fairchild Co., returned to the city a few days ago from a trip to several points in the South. He was accompanied by Mrs. Hutchison.

Mr. D. J. Taylor, Manager for the Cockshutt Plow Co. at Regina, was in the city for a few days during Bonspiel Week. Speaking of trade conditions, Mr. Taylor had little or nothing to say with regard to collections, except that the handling of money was fast becoming recognized as a lost art among implement men. Nevertheless he looks for a big spring trade and is making every preparation to meet it.

Mr. D. W. Watson, Assistant Manager of the Balfour Implement Co., of this city, recently severed his connection with this firm to become Secretary-Treasurer of the Brandon Machine Works Co., at Brandon, Man. Mr. Watson is well known to members of the

trade in the West, and we are confident they will join with us in wishing him every success with his new connection.

Mr. W. H. Steele, President of the Mount Forest Carriage Co., was up in Winnipeg again for a few days during Bonspiel visiting Mr. A. C. McRae, who handles the products of his company for Western Canada. In discussing conditions of trade, Mr. Steele informed us that he was well satisfied, and looked forward to another very profitable year during 1907. On his way home he intended to stop off at Port Arthur and visit his representative at that point.

Mr. J. R. C. Honeyman, of the firm of Honeyman, Haultain & Co., transfer agents at Regina, was in the city for several days during Bonspiel on business. Mr. Honeyman gave us a call while here. He stated that owing to the blockades throughout the West and the fact that the farmers had not been able to dispose of their grain, collections were slow. Speaking with regard to the implement trade of Saskatchewan, he said that Regina was rapidly becoming recognized as the centre of distribution, and looks forward to a very profitable year during 1907.

HONEYMAN, HAULTAIN & CO.

STORAGE AND TRANSFER

Wholesale Commission Merchants

P. O. Box 372. REGINA, SASK.

The National Machine Co.

430½ MAIN STREET, WINNIPEG

SOLE DEALERS

SMITH PREMIER TYPE-WRITERS

HOOSIER GRAIN DRILLS

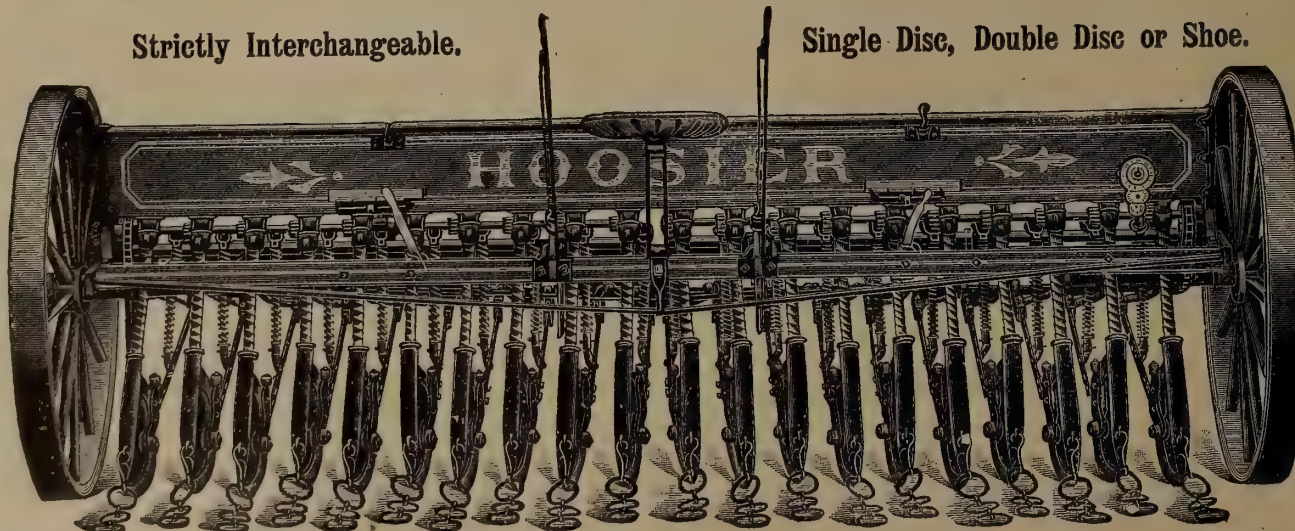
Strictly Interchangeable.

Single Disc, Double Disc or Shoe.

An Agency will
pay you

The Hoosier
will pay the
Farmer

A Good
Combination



The Hoosier
Low-Down
Press Drill
Wins Trade

Write for our
Proposition
Now

THE AMERICAN SEEDING-MACHINE CO., Incorporated

WINNIPEG, MAN.

Mr. W. H. Ruttan, implement dealer at Melfort, Sask., was in the city for a few days a short time ago on his way South. While away he will visit Chicago, St. Louis and other points. His family are at present visiting friends across the line and he will bring them home. Speaking with regard to last season's business, Mr. Ruttan stated that it far exceeded what he thought it would turn out. Like everybody else, however, he stated that collections were "simply rotten," due to the fact that the farmers had been unable to get their grain out and on account of the snow blockades along the lines.

The Wm. Johnston Co. have completed arrangements with Honevman, Haultain & Co. to warehouse and transfer their goods for them at Regina. Their representative in Saskatchewan, Mr. C.

D. Ellwood, will have his headquarters at that point and general supervision over all the company's business emanating from his territory. They have also arranged with Messrs. Alexander & Russell at Calgary to act as their transfer agents, while Mr. W. Burke and Mr. S. Barklev will look after their business on the road. With these connections the Johnston Co. will be in a better position than ever before to look after their Western trade.

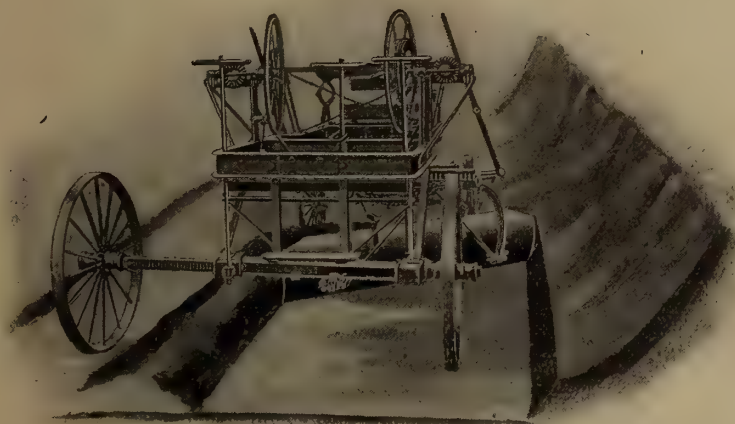
Mr. W. I. Kemp, President and Manager of the W. I. Kemp Co., of Stratford, Ont., was in the city during the past month looking over conditions with a view to establishing connections here. This company have secured control for Canada of the Imperial horse-lift disc drill and will manufacture it at Stratford, together with the Kemp manure spreader and several other

lines of agricultural implements. The Imperial horse-lift disc drill, as many of our readers will remember, was advertised to some extent last season by the LaCrosse Implement Co., of Minneapolis, Minn., who control the patents for the United States. Mr. Kemp is confident that his concern will be able to take care of some business from Western Canada this season. They have erected a splendid new factory at Stratford, and are already stocking the raw material and installing the machinery.

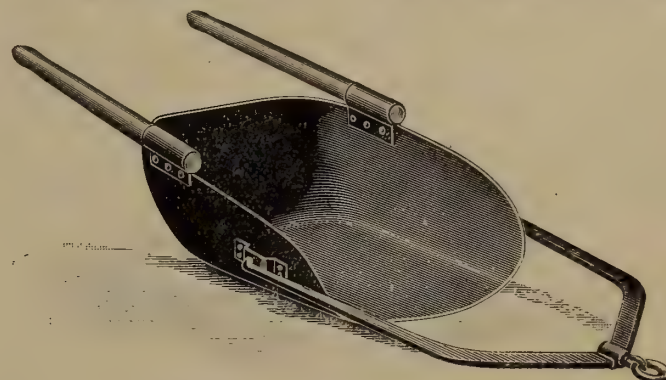
Mr. H. W. White, of the Western Automobile Co., Calgary, Alta., and formerly with the Canadian Moline Plow Co. as representative at that point, was in the city for a couple of days recently on his return from the South. Mr. White left the West on the 2nd of January, going direct to New York, where he attended the automobile

show, returning in ample time to take in the like Chicago event. While away he made arrangements to handle the following makes of cars at Calgary:—Franklin, air-cooled; Elmore, two-cycle water-cooled; the Cadillac, Ford and the Russell, the latter a Canadian car made in Toronto. In addition, his company expect to work up a business in commercial cars, and for this trade have made arrangements to sell the Logan, a car that is said to have an excellent record across the line. Mr. White assured us that his special object in visiting the shows was for the purpose of acquiring a full line of accessories and parts, so that the repair department of his firm would be thoroughly up to date and in a position to look after all work in that line. He visited his old home at Carberry before returning to Sunny Alberta.

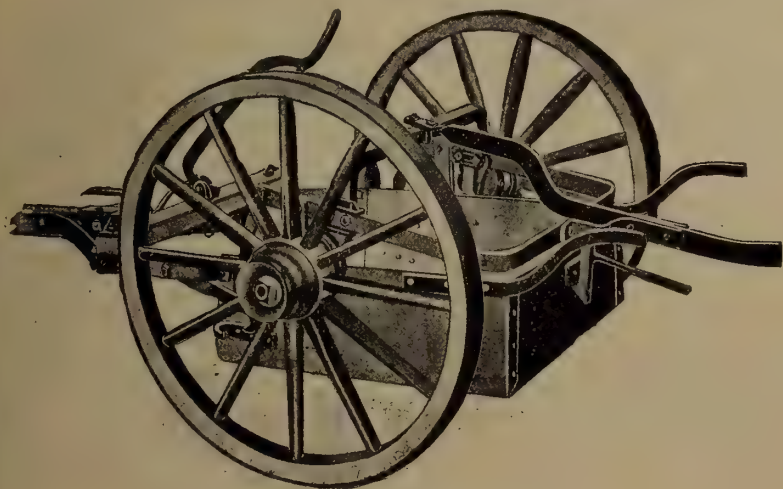
ROAD MAKING MACHINERY



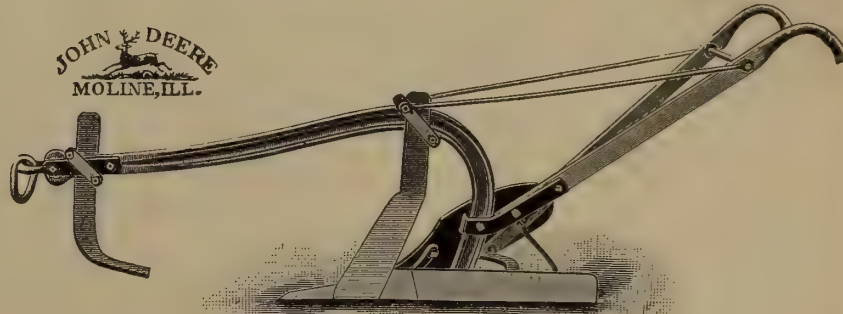
THE AMERICAN WESTERN ROAD MACHINE.



PRESSED BOWL DRAG SCRAPER.



WESTERN WHEEL SCRAPER.



DEERE & CO. MONITOR GRADER.

These Machines are the
Standard of Perfection,
and sure Money Makers
for the Dealer.

Let us send you
particulars, and our
✻ 1907 ✻
Price List.

THE FAIRCHILD CO., LTD.

WINNIPEG

REGINA

CALGARY

Mr. Charles Cudmore recently took over the business of Mr. Lambert Carson at Dundurn, Sask.

Mr. P. J. McDougall, of the Regina branch of the International Harvester Co., was in town for the 'Spiel.

Mr. J. Johnson, of the implement firm of Johnson Bros., Grand View, Man., visited members of the local trade during Bonspiel Week.

Doctor Bros. & Kennedy, of Moose Jaw, Sask., is now the title of the concern formerly known as Doctor Bros.

Mr. L. J. Mumford, general collector for the J. I. Case T. M. Co. at Moose Jaw, Sask., spent several days in Winnipeg during Bonspiel.

Mr. C. D. Kimble, Manager of the Parson, Hawkeye Co., recently returned from a month's sojourn at Coast points.

Mr. J. A. Brookbank, Manager of the International Harvester Co., at Calgary, was in Winnipeg for a short time during Bonspiel.

Mr. J. G. Bond, of Frobisher, Sask., was in Winnipeg visiting the wholesalers of farm implements and vehicles during Bonspiel Week.

Mr. H. H. Kohlman, of the management of the Regina branch of the Fairchild Co., was in Winnipeg during the congregation of the curlers.

Mr. Joseph Dundas, of the firm of Mihn & Dundas, Francis, Sask., paid local jobbers and many friends a visit during the week of the curling season.

A recent addition to the ranks of the implement dealers at Halbrite, Sask., is Mr. A. F. Eddy, who opened up there some little time ago.

Mr. Claude Ladue, of the Canadian Moline Plow Co., with headquarters at Regina, was in on a visit to the city during the past month.

Mr. Geo. Smith, of Smith & Inglis, Brandon, Man., took a whirl into the metropolis during the week when the curlers owned everything in sight.

Another visitor during the past month was Mr. George Dinwoodie, of Neepawa, Man. While here he called on the McLaughlin Carriage Co. and many other jobbers.

Mr. Chris Johnston, dealer at Baldur, Man., was in the city during the 'Spiel. While here he called on many members of the local trade.

Mr. A. B. McLeod, of McLeod & Hanley, Brandon, Man., was down to watch a few of the closing matches in the curling contests and incidentally to call on the trade here.

Mr. C. N. Temple, of the J. I. Case Co., at Regina, Sask., was down on a visit to the local management during the Bonspiel and incidentally to note how some of the curling cracks get into the jewelry.

Mr. J. Kidd, of the firm of Kidd & Clement, Wapella, Sask., was in the city for a couple of days during the 'Spiel, visiting members of the local trade relative to spring shipments.

Realizing that a little relaxation from business duties of a routine nature and a visit to the jobbing fraternity of Winnipeg might be profitable, Mr. J. E. Parr, of Crystal City, Man., was in during the Bonspiel.

Mr. Manson Campbell, President of the Manson, Campbell Co., of Chatham, Ont., with branches at Brandon, Man., and Calgary, Alta., was in Winnipeg for a few days recently in connection with the business of his firm.

Mr. W. G. Parson, of the road staff of the McLaughlin Carriage Co., of this city, was in for the Bonspiel, helping the management in the entertainment of visiting dealers.

Mr. Fred J. Weed, Manager of the De Laval Separator Co., of this city, is at present on a pleasure trip to Pacific Coast and Californian points. He is accompanied by Mrs. Weed.

Mr. M. J. Rodney, Manager of the International Harvester Co., here, recently returned from a visit to the headquarters of the company at Chicago, Ill. He was absent a week.

Mr. Fred Waller, Manager of the Sylvester Mfg. Co., of Brandon, Man., was in town recently calling on Tudhope, Anderson & Co., who are transfer agents at this point for the products of the Sylvester Mfg. Co.

Mr. S. Roe, who recently went West to Calgary, Alta., in charge of the business of Tudhope, Anderson & Co., was in town attending the 'Spiel. He looks forward to a splendid trade for his firm during 1907.

Mr. T. R. Fleming, of the Temple Pump Co., Chicago, Ill., was in Winnipeg on a hurry-up trip during the past month. He was here for the purpose of looking over conditions governing the gasoline engine trade in this territory.

Among the most recent additions to the ranks of the retail trade and who visited the city on a business trip a short time ago was Mr. J. F. Walker, of Portage la Prairie, Man., who recently bought out the implement business of J. & E. Brown at that point.

Mr. H. W. Harvey, implement dealer at Antler, Man., was in the city on a trip to Winnipeg jobbers during the curling season. He reported good business last year, with excellent prospects for the coming season.

Mr. E. J. Parker, of Pipestone, Man., was another dealer who took advantage of the splendid weather conditions and reduced railway rates to visit the city during the time the 'Spiel was on. He looks forward to a big trade from the Pipestone district next summer.

Mr. Frank Grobb, of the Pioneer Implement Co., Moose Jaw, Sask., was in the city for several days during the Bonspiel. From what information we got we are led to understand that Mr. Grobb was exceedingly well satisfied with conditions last year and is anticipating a big trade during 1907.

Mr. D. M. Hackney, Manager of the Raymond Mfg. Co., manufacturers of the National cream separator and Raymond sewing machine, whose Western headquarters are located on Smith Street, this city, recently left on an extended visit to coast points. On this trip he will stop off at Regina, Calgary and various other towns along the line in the interests of his company.

Mr. L. Watson, of Watson & George, implement dealers at Morden, Man., accompanied by Mrs. Watson, visited the city on a combined business and pleasure trip during the Bonspiel. Mr. Watson, in discussing trade conditions with us, stated that last year was most satisfactory. Despite the fact that the greater proportion of the trade are finding collections slow, he was glad to report no stringency of money in the Morden district. This he attributes to the fact that farmers were able to get cars daily for shipping their wheat. He looks forward to an excellent season during 1907.

Mr. Geo. Manuel, of Edmonton, Alta., was in the city recently on his way home from New York and Chicago where he attended the automobile shows. While away Mr. Manuel made arrangements to handle the following cars: Ford, Buick and Russell. He secured the exclusive agency for the Buick in Alberta, and also for the other two cars for all of Alberta north of Red Deer. With these lines in addition to the company's exclusive agency for the products of the Bradley Mfg. Co., of Bradley, Ill., and the McKinnon wagon, made by the McKinnon Wagon Co., of Grand Rapids, Wis., as well as the general agency of the Sawyer & Massey Co. in Northern Alberta, Mr. Manuel is confident that his firm will have a very successful year during 1907. We hope he has. It pleases us to hear of the trade prospering.

The large number of dealers that visited the city during Bonspiel Week makes it utterly impossible for us to devote a special personal
(Continued on Page 20.)

THE CHICAGO AERMOTOR

was the first Steel Windmill and is still the best. Erected on the new Trussed Tripod Tower it is a "POWER FOR GOOD." Get our 1907 prices and booklets.

THE AUSTIN WELL DRILLS

will work faster, last longer, make better wells and more money than any other. Write for 1907 Catalogue and prices. Mention probable soil formation and depth to water.

The WELL MACHINE & WINDMILL CO., LTD.

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FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO. FACTORIES: ST. LOUIS, NEW YORK.

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GOOD SELLERS FROM NOW TO JUNE



THE STEWART NO. 1 HORSE CLIPPING MACHINE

Canada \$8.75
List

Acknowledged as the best and most perfect clipping machine ever made, regardless of price. Sells fast everywhere. All enclosed steel cut, file hard gears, running in oil. No friction; no wear.

HOW IS YOUR STOCK? All leading Canadian jobbers have it.

Write for our big new catalogues showing the world's greatest line of clipping and shearing machines

CHICAGO FLEXIBLE SHAFT CO., - - - 237 Ontario Street, Chicago

STEWART NO. 8 SHEEP SHEARING MACHINE

Canada \$12.75 Including 4
List Combs and 4 Cutters

Every owner of 5 or more sheep can be sold one of these machines. It gets from one pound up more wool per sheep. Does not cut or hack like hand shears. It has all gears enclosed and is fitted with the latest improved STEWART SHEAR. Order a few from your jobber and see them go.



Visit us when in the City--Take car to Louise Bridge--Our Factory will interest you

PLACE YOUR ORDERS NOW FOR SPRING SUPPLY OF "HERO" GRAIN SEPARATORS

WE SELL TO THE TRADE ONLY

WE DO NOT PEDDLE OUR MACHINES

Remember, Mr. Dealer, we protect you and at the same time give you the best grain cleaner and separator on the market.

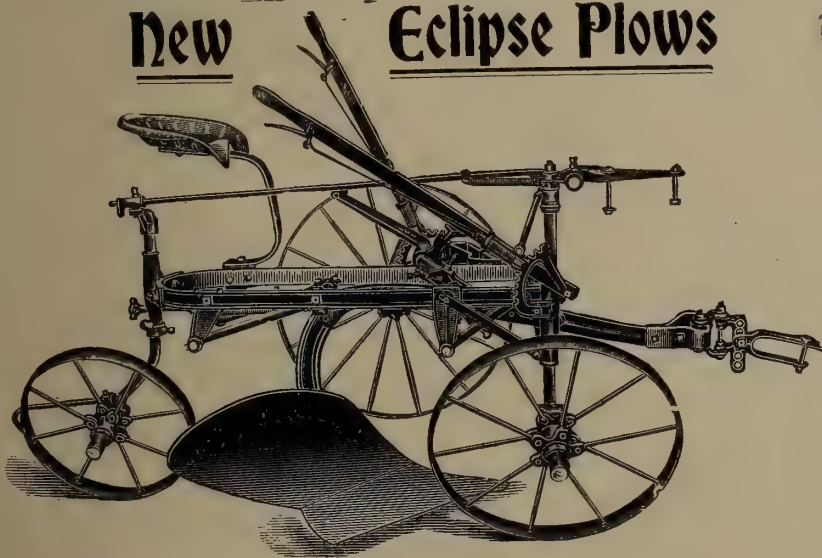
The "Hero" excels in thoroughness of work and cleans oats from wheat perfectly. Every part of every machine is carefully and thoroughly built of the very best material that we can secure. It is light handy, efficient and reliable. It gives full satisfaction to every user and brings new business to every seller. Don't you want the grain cleaner trade of your district? If you do, handle the "Hero." Catalogue and full information will be sent immediately on receipt of your request for same.

HERO MANUFACTURING COMPANY LIMITED

WINNIPEG



New Eclipse Plows



The Perfection of all Riding Plows.

With the combined foot lift and spring lock lever, which is patented, the plow can be adjusted to hold down in the hardest ground.

The **Moldboards** are guaranteed to scour anywhere, any place and at any time that any plow bottom will scour.

Plow can be turned very short and make a square corner.

By means of the spring on the land lever your plowing is always a uniform depth in rough or uneven ground.

The **wheels** are fitted with malleable hub, long distance axles and replaceable boxings, dust and dirt proof.

Eclipse plows lead wherever sold.

Manufactured by

FULLER & JOHNSON MFG. CO.
MADISON, WIS.

THE STEWART-NELSON CO., LTD.

General Agents,

WINNIPEG.

MONTREAL TORONTO WINNIPEG VANCOUVER

The Canadian Fairbanks Company, Limited



Fairbanks-Morse
Windmills
for
Pumping and Power

Fairbanks-Morse
Portable Engines
for
Threshing



We are open to make arrangements on an agency basis for the above well-known machines in some localities where we have not already an agent.

The Canadian Fairbanks Company, Limited

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93-95 King St.

WINNIPEG

mention of each one, though we would like to do so, without crowding to the wall considerable other matter of importance and interest to the whole trade at the present time. A great deal of our "Personal" matter was set up before the rush really came, so that accounts for some being individually noticed and others not. We attach herewith a list of dealers, all of whom were in Winnipeg on business, and many of whom took advantage of the opportunity to watch the close contests in the curling competitions: Messrs. W. J. Batters, Holland, Man.; Geo. Robinson, Elgin, Man.; Bain Johnston, Minto, Man.; M. Evans, Lenore, Man.; Chas. Wilson, Okotoks, Alta.; W. A. Brady, Reston, Man.; A. E. Steele, Antler, Sask.; W. I. Wiand, Virden, Man.; Percy Beachall, Rosser, Man.; Milton Ward, MacGregor, Man.; Wm. Bond, Kenton, Man.; Alex. McAulay, Purvis, Man.; O. C. King, Humboldt, Sask.; A. C. King, Quill Lake, Sask.; J. A. Phileon, Langham, Sask.; Jos. Schmidt, Dana, Sask.; A. E. Cameron, of Cameron & Duncan, Melita, Man.; Robert Pitt, Pierson, Man.; W. J. Maloney, Ninga, Man.; R. H. Swallow, Douglas, Man.; F. C. Volroth, Gretna, Man.; Chas. Robinson, Ruddell, Sask.; Jos. Markham, Cypress River, Man.; Chas. Montgomery, Montgomery Bros., Carman, Man.; Johnston Bros., Redvers, Sask.; Alex. Tait, Dauphin, Man.; R.

Ransom, Foxwarren, Man.; J. A. MacDonald, Portage la Prairie, Man.; S. H. Greenwood, Fleming, Sask.; Jos. Kerr, Belmont, Man.; J. H. Currie, Vonda, Sask.; Frezier & Reimer, Steinbach, Man.; Wm. Nixon, Oakville, Man.; Weibe & Derksen, Altona, Man.; H. B. Yarwood, Shanawan, Man.; E. Scott, Lloydminster, Sask.; J. Hepner, Lowe Farm, Man.; Geo. Gorie, Treherne, Man.; Geo. McGowan, Treherne, Man.; S. Sigfusson, Oak Point, Man.; E. Johnson, Kamsack, Sask.; Jacob Reimer, Winkler, Man.; C. Quinnell, Ochre River, Man.; Peter Neufeldt, Grunthal, Sask.; H. Took, Miami, Man.; W. A. Brady, Reston, Man.; E. B. R. Hall, Solsgirth, Man.; W. J. Humphrey, Griswold, Man.; W. J. Mayberry, Newdale, Man.; F. Williamson, Belmont, Man.; Sidney Martin, Baldur, Man.; Geo. Winram, Manitou, Man.; Jno. Taylor, Dunrea, Man.; S. Lopson, Churchbridge, Sask.; A. Fender, White-mouth, Man.; Woods Bros., Somerset, Man.; Mr. Coleman, Darlingford, Man.; Chas. Wahn, Gretna, Man.; G. W. Worden, Rosenfeld, Man.; A. Dauk, Meunster, Sask.; J. W. Miller, Battleford, Sask.; Mr. Ryan, Boissevain, Man.; H. Morrison, Carman, Man.; Mr. Krinke, Southey, Sask.; Mr. Tauton, Wilcox, Sask.; Mr. Morris, Halbrite, Sask.; J. McKennet, Oak River, Man.; A. Galbraith, Oak River, Man.; James Rae, Medicine Hat,

Alta.; R. C. Hamilton, Tisdale, Sask.; A. E. Westbrook, Rouleau, Sask.; R. J. Lyons, Lloydminster, Sask.; Mr. Rennuart, Esterhazy, Sask.; E. J. Meilicke, Dundurn, Sask.; D. Scott, Glenella, Man.; W. J. Sparling, Newdale, Man.; Mr. Neuth, Lipton, Sask.; T. W. Prout, Portage la Prairie, Man.; J. McKeever, Oak Lake, Man.; A. B. Gillies, Whitewood, Sask.; J. Darragh, Oxbow, Sask.; R. Shore, Hartney, Man.; Wm. Ryan, Waskada, Man.; Thos. Shephard, Whitewater, Man.; D. Bradley, Holmfild, Man.; L. Wagner, Plum Coulee, Man.; F. J. Shopland, Lauenburg, Sask.; F. R. Shortreed, Tantallon, Man.; A. Stewart, Grayson, Sask.; C. L. Vickery, Makinak, Man.; W. Shearer, Gainsboro, Sask.; D. Sutherland, Dauphin, Man.; W. H. B. Sharpe, Indian Head, Sask.; L. Marks, Plum Coulee, Man.; J. Taylor, Birtle, Man.; R. E. Hall, Souris, Man.; W. J. McKellar, Carroll, Man.; Geo. Thompson, Indian Head, Sask.; T. E. Thonger, Kisbey, Sask.; W. T. Atchison, Findlay, Man.; T. W. Jackson, Reston, Man.; R. Shore, Alameda, Sask.; J. A. Metcalfe, Portage la Prairie, Man.

page of the catalogue is printed their guarantee and it is their desire that every dealer who wishes to take on a line of rakes, tedders, mowers, harrows, drills, cultivators, hay loaders, plows, reapers, seeders, binders and manure spreaders write them immediately. Kindly mention Canadian Farm Implements when doing so.

A Great Invention or a Freak.

A Colorado inventor has evolved a new idea in the cultivation of the soil in the semi-arid country—that of sawing the ground instead of plowing it, says the Implement Trade Journal. A set of big gang saws, run by a traction engine, is intended to cut little ditches in the ground, an inch and a half in width and a foot deep. The idea is that these, being run at right angles to the drainage slope, will catch whatever rainfall there is, or melted snow, and store it up, and thus furnish plenty of moisture to the seeds planted in the furrows or grooves. Whether the idea is anything more than the buzzing of wheels within the inventor's head, or whether he has hit upon an idea that will revolutionize agriculture in that section of the country, remains to be seen, as it is said he has, after many years of struggle and tribulation, succeeded in interesting capital to back his efforts to put his idea into practical demonstration.

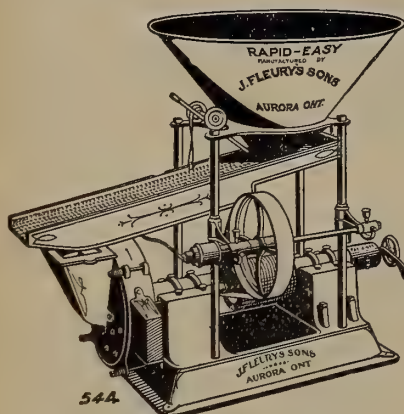
Does Quality Count With You?

A few days ago the mail brought us a new catalogue just off the press for the Frost & Wood Co., Smith's Falls, Ont., and Winnipeg. In the pages of this list they have endeavored to put before every dealer the merits of their line of farm implements and machinery. Quality counts with the Frost & Wood Co., as numerous illustrations scattered throughout this list emphasize the fact that they believe only in the best. Their new factory is running full swing, and they have the very best facilities for turning out high class products. On the last

The History of a Revolution.

The De Laval Separator Co. recently favored us with a copy of their new catalogue entitled "The History of a Revolution." It is beautifully printed in two colors on a fine quality of paper, and the numerous cuts with which it is illustrated are brought out to the very best advantage. This concern reports an exceedingly large trade in their well-known machines during the past season, and insist that "The bee that gets the honey does not stay around the hive," which is the pointed catch phrase on a recent card sent out by them. They get business by going after business and they argue that the dealer gets business on the same principle, for we all know that there is a whole lot of business that will not come to us. The company will be pleased to mail copies of this list to all applicants. You will favor us, as usual, if you mention our paper.

For Custom Work in Mills and Elevators



The Famous "RAPID EASY" Grinders

No. 6 (11 inch); No. 7 (13 inch).
One revolving and one stationary Head and Plate. Cut No. 544.

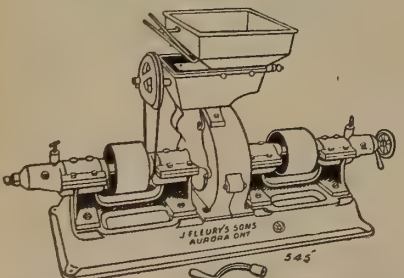
No. 13 (13 inch); No. 16 (16 inch);
No. 18 (18 inch). ATTRITION
MILLS, with two Revolving
Heads and Plates, running in
opposite directions. Cut 545.

Any amount of work of finest
quality.

Smaller machines—suitable to any
power.

The largest line of Grinders
made in Canada, and the best.

"RAPID EASY" Grinders
do more work with same power
than others.



THE FAIRCHILD CO. LTD.

WINNIPEG

REGINA

CALGARY

Western Agents for J. Fleury's Sons, Aurora, Ontario

**Henrick's Sparking
Magnetos save battery
troubles, and make good
friends and money for
Agents.**

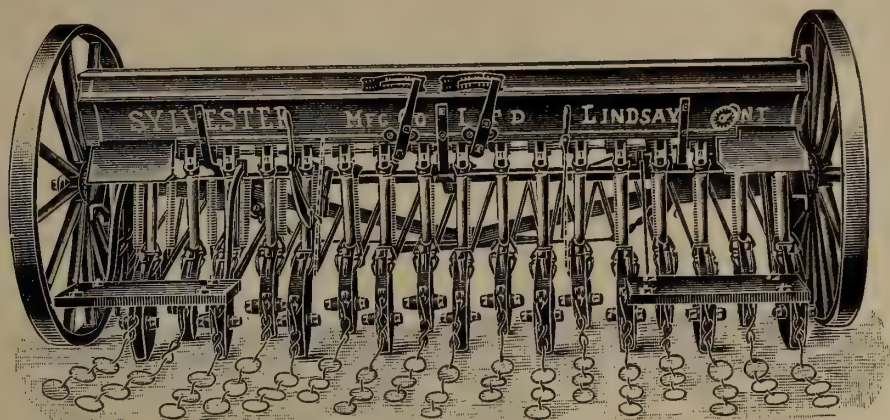
THE COOPER GASOLINE ENGINE CO. LIMITED

313 DONALD ST.

WINNIPEG

MAN.

THE SYLVESTER LINE



Sylvester Double Disc Drill Stephenson's Patent

8 of these (22 size) on the biggest farm in Canada. Interchangeable for single Disc Shoes or Drag Shoes. The best known drill in the Canadian West. Guaranteed the best.

SCOTCH CLIP HARROWS DISC HARROWS LAND ROLLERS CULTIVATORS
GASOLINE ENGINES Marine, Stationary, Portable and Automobile.

Sylvester Mfg. Co. Ltd., Brandon, Man.

Factory: Lindsay, Ont. Winnipeg Transfer Agents, TUDHOPE, ANDERSON & CO., Ltd.

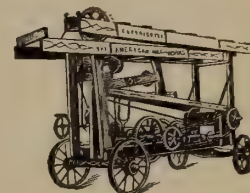
Travelling Salesman Wanted
By an American Manufacturer, for
Alberta, to Sell a High-Grade Cream
Separator that has already been
introduced. Give age, experience,
education, salary expected, etc.—
Address "Cream Sep.," Canadian
Farm Implements, Winnipeg.

—THE— American Well Works

AURORA, ILL., U.S.A.

Winnipeg Representative:

T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100
to 3,500 ft. for drilling Water, Oil, Gas
Wells, and Mineral Prospecting.

CATALOGUES ON REQUEST.

Correspondence solicited—giving details of
what must be accomplished

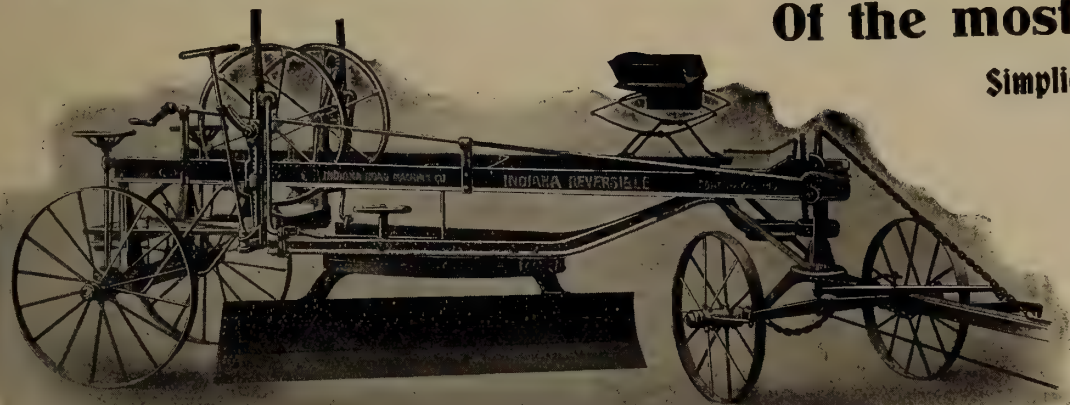
We want the name of every Implement
Dealer in Canada, to whom we may
send catalogues.

We also want Selling Agencies in different
centres.

Road Building Machinery

Of the most advanced type

Simplicity—Strength—Light Draft—Rapid
Adjustment—Efficiency

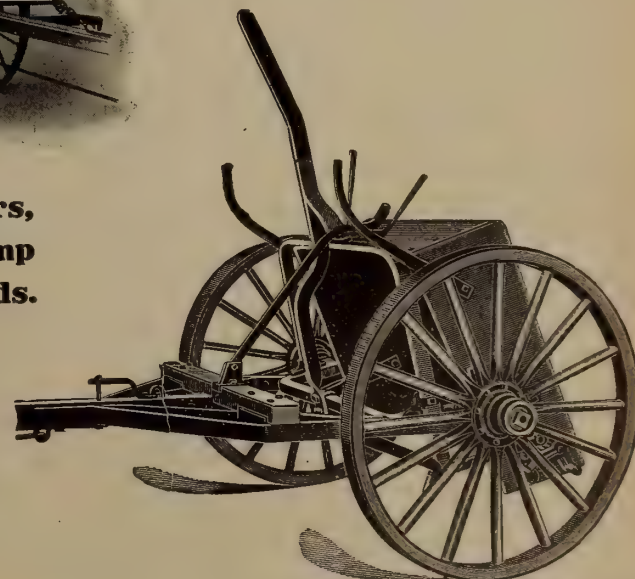


We have a full supply of all sizes of Wheel and Drag Scrapers,
Railroad and Township Plows, Wheelbarrows, Stump
Machines, and everything required for making good roads.

Send for Illustrated Catalogues describing the different Machines.

W. Johnston & Co., Ltd.

776 Main St., Winnipeg, Man.



Rear axles are telescoping and may be fitted to suit con-
ditions of work being done. The operator's platform
is low and all adjustments handy. Does the smoothest
and best work. It is strong, of light draft, easy and
rapid adjustment; and work cannot be excelled. The
blade is 8 ft. in length, can be swung clear around so
that the back can be used for breaking up heavy
clods of earth.

The Editor's Cow.

We bought a cow the other day, after a month's earnest argument against the proposition with our wife and, before we give you any false impression, we want to state right here that no delinquent subscriber had better come in to whip us now for that dunner sent out last week, because we have entirely lost our temper and would rather fight than eat.

The cow; a plain, ordinary, kindly-appearing, brindle cow, was delivered to our quiet little home last Tuesday. We tied Bossy, for that was to be our cow's name, up in the woodshed, but we have sold her now. Tuesday evening, after having completed a lengthy editorial on Roblin's flag policy, we went out, bucket in hand, and approached our Bossy with one of

those "Oh! there, my bovine beauty, I'll milk you" looks on our face. As we approached Bossy she very cordially stuck out one hoof to shake hands. Not wanting to dirty our hand we permitted our cow to plant her hoof on the spot where our waistcoat most overlaps our pants. Bossy, wishing to make her welcome doubly cordial, stuck out her hoof once more and this time we decided to receive it in that spot, famed in song and story, which every newspaper man has least of—the neck. We did, and then we went to think things over.

We decided there was but one thing to do, and we did it the next day. We sold our Bossy to a farmer who knows which side to milk a cow from. That was on Wednesday. Now, if there's anybody who feels that he'd like to

whip the editor, let him approach us at an early date and simply say, "Cow"—the man who sold us the cow preferred. We have already settled with our wife for inducing us to buy the cow.

Made Extensive Alterations and Improvements.

Just previous to the opening of Bonspiel, the Cockshutt Plow Co. had extensive alterations and changes made in their large and commodious showroom in their mammoth warehouse at the corner of Princess Street and Alexander Avenue, which have resulted in great improvement in appearance and added convenience to those connected with the company. Heretofore a considerable portion of space on the south side of the display room has been occupied by lavatories. These the management have had removed to the second flat, where the offices are located. With the movement of the lavatories it was found advisable to alter the stairway leading from the main floor to the clerical departments, so that it is now more convenient to get from one to the other than in the past. But it is in the showroom proper that the most marked changes have been made. The walls have been neatly painted in white and green, with a thin dividing line of maroon, likewise the supporting pillars of the building; while the ceiling has been burlapped and painted white. The whole gives the visitor the impression of cleanliness that is calculated to inspire confidence in the company and their celebrated products. Altogether the improvements give the place a most inviting appearance, and we congratulate Manager E. A. Mott on the changes made and the splendid and attractive display that appeared on the showroom floor during the 'Spiel.

Damaged by Fire.

On February 11th the western wing of the factory of Goold, Shapley & Muir, at Brantford, Ont., was badly damaged by fire, the result of an overheated journal. This part of the factory consisted of a three storey brick building, in which were located the repair shop, paint shop, tin shop, wood department and the storage room for bee-keepers' supplies. The loss is estimated at about \$35,000, which, it is understood, is fully covered by insurance. Between thirty-five and forty men are thrown out of work temporarily. The company are making arrangements for the immediate erection of a larger and more modern factory building.

Glad to Welcome It.

Some days ago the latest addition to the ranks of the implement and vehicle trade press reached our desk. This bouncing youngster, for it is a bouncer, hails from Philadelphia, Pa., and will be known as "The Eastern Dealer in Implements and Vehicles," with the emphasis on the first trio of words of the title, which is in inverted commas. The publishers are gentlemen who have had years of experience in this particular line of journalism, having been connected with the Implement Age for a long time. In their foreword it is claimed that the Eastern Dealer will stand for principles, and that its life will be an open book to the trade, and because of this we wish Mr. Grant Wright and Mr. Arthur C. Wilkinson every success. We welcome the new baby, and are glad to know that it was born of a conviction and a purpose. In this, at least, it differs from Topsy, who "just grew."

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales of same have greatly increased.



—THEY ARE—

LIGHT RUNNING

WELL FINISHED

ATTRACTIVE IN APPEARANCE

and made by

THOROUGHLY EXPERIENCED MECHANICS

of the very

BEST MATERIALS THROUGHOUT

every stick of which is perfectly AIR-DRIED.

OUR GUARANTEE IS BACK OF THEM

—WRITE US—

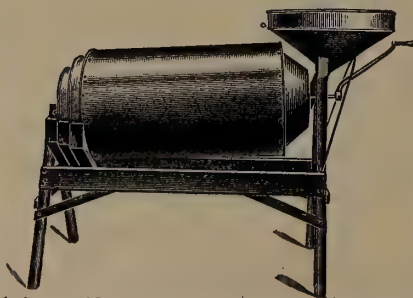
THE FAIRCHILD COMPANY, Limited

REGINA

WINNIPEG

CALGARY

DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS "JUMBO" GRAIN CLEANERS!!



THE ONLY MACHINE perfectly adapted to the requirements of farmers in Western Canada. They are new, novel, and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.

The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.



Joseph Maw & Co.'s Sight-seeing Motor Car.

To Joseph Maw & Co., of this city, belongs the credit of bringing the first up-to-the-minute sight-seeing motor car to Western Canada. Above appears an excellent illustration of this machine taken in front of the company's show-rooms on the corner of William Avenue and King Street, while it was in commission during Bonspiel Week, which gives the reader a first rate idea of its size and style. It is known as the Rapid and is manufactured by the Rapid Motor & Vehicle Co., of Pontiac, Mich. It has a seating capacity for twelve persons and affords each splendid opportunities for seeing the sights. If it is desired for dray purposes the seats are quickly removed and it at once becomes a most useful vehicle for hauling purposes. The importers look forward to a big increase in the demand for automobiles during 1907, and are making every preparation in anticipation of it. Mr. Jos. Maw recently returned from New York and Chicago shows, where he made contracts covering a number of new lines as well as a large and complete stock of auto accessories.

To Manufacture Own Materials.

A concern, to be known as the National Wagonstock Co., was recently granted articles of incorporation at Little Rock, Arkansas, for the purpose of manufacturing wagon materials and several other lines. The concern is capitalized at \$100,000, of which \$75,000 is paid up.

We understand that this firm has been organized by a number of wagon manufacturers of the United States to produce for them certain of their wood materials on which they believe exorbitant prices are being charged by organizations attempting to control this class of goods, and it is stated that this new factory will be enlarged and others erected by the same company as rapidly as conditions warrant. It is said that about twenty concerns interested in the construction of farm wagons are interested in this enterprise.

Ready Selling Article Spells Profit.

From the Wawanesa Wagon Seat Co., of Wawanesa, Man., who manufacture "Lloyd's Handy Wagon Seat," we recently received some correspondence containing advertising literature this concern are distributing in connection with their product. This literature is in

the shape of a postal card, bearing on the front excellent illustrations of the seat when the farmer has his wagon loaded and also when he is going home. On the back are "Some Reasons" relative to why every dealer should sell this seat and why every farmer is a possible customer for one. The company have a first-class factory at Wawanesa, and the demand for this seat is growing day by day. They anticipate a big trade during the coming season, and for that reason invite every dealer to get in on the ground floor with his orders. From an examination of this seat it must be admitted that it has many outstanding points to recommend it, and our readers should be in possession of all the knowledge they possibly can get concerning it. It is understood by us that the company is backed by plenty of capital, and it will pay the dealer to write them for full information. Every man in the trade must realize that a ready selling line spells profit. Write this concern.

"Poverty is uncomfortable, as I can testify; but nine times out of ten, the best thing that can happen to a young man is to be tossed overboard and compelled to sink or swim for himself. In all my acquaintance I never knew a man to be drowned who was worth the saving."—James A. Garfield.

The Wilkinson Plow Co.,

LIMITED

Toronto = Ontario

Manufacturers of

The Great Western Manure Spreader

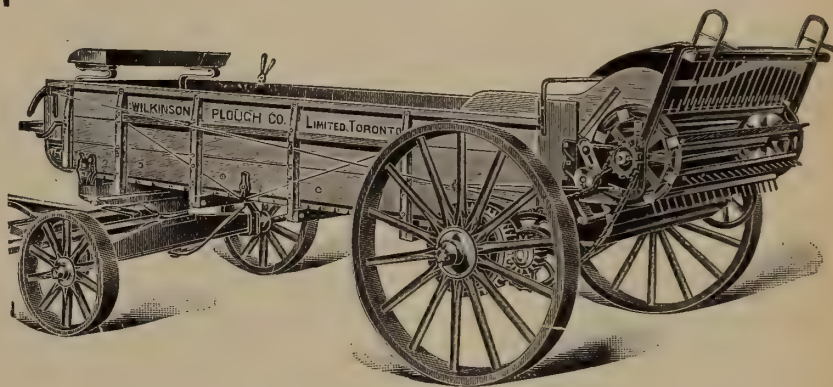
The Machine with the **Endless Apron**
and the **Light Draft**

The **ENDLESS APRON**, always ready to load and no weak parts to break or go wrong.

LIGHT in DRAFT because the **wheels track**, the load is **well-balanced**, and there is no unnecessary machinery.

EASILY OPERATED (only two levers), and we guarantee our **Spreader** to work well and to be well made.

We issue a Special Catalogue describing this Machine, **FREE** for the asking



Four sizes : 30, 40, 50, and a 70 bus: Machine, made expressly for the Canadian West.

We Manufacture a Full Line of
Plows, Wagons,
Disc and Drag Harrows,
Rollers, Packers,
Pneumatic Straw Cutters and
Wheelbarrows.

These lines make a paying Agency. Write for further particulars and catalogues.

THE STEWART-NELSON CO., LTD.

WINNIPEG

WESTERN REPRESENTATIVES.

Business Demanded Additions.

At a location admirably suited to the needs of their particular business, compelled by the development and rapid settlement of the West and to obviate any possibility that they will not be in a position to keep pace with the demand for their vehicles, the McLaughlin Carriage Co. have completed a splendid addition to their warehouse, showroom and office building at the corner of Princess Street and Ross Avenue, this city. By this addition they double their capacity for storage and handling, so that they now have quarters for successfully and easily looking after fifty cars of goods.

The new structure is practically a duplicate of the old building from the standpoint of exterior architecture, but inside it embodies all the latest ideas in the construction of modern warehouses. This block consists of three storeys and basement, is of white brick with cut stone facings, while the newer portion occupies a similar plot of ground to the first building, viz., fifty by one hundred feet. Both buildings are electrically lighted, and all openings between them on the different floors are equipped

with fire-proof doors. The heating system previously used has been torn out, and an entirely new steam heating plant installed.

A commodious elevator in the rear conveys all freight to the two upper flats, which are entirely devoted to the storing of all kinds of vehicles, and the basement is also used for storage purposes. A spur track, capable of accommodating two cars at a time, runs along the back, thus giving the company very satisfactory railroad facilities, a very important consideration in a down-town warehouse.



Warehouse and Office Building of the McLaughlin Carriage Co., Winnipeg.

Radical Changes in Minimum Weights Proposed.

From what can be learned there is a proposition among United States railroad companies to increase minimum carload weights. A meeting of officials connected with leading railroads was held in Chicago recently for a discussion of this question, and although the meeting was of a secret nature sufficient information has leaked out to indicate that the railroads are planning a big increase in minimum carload weights.

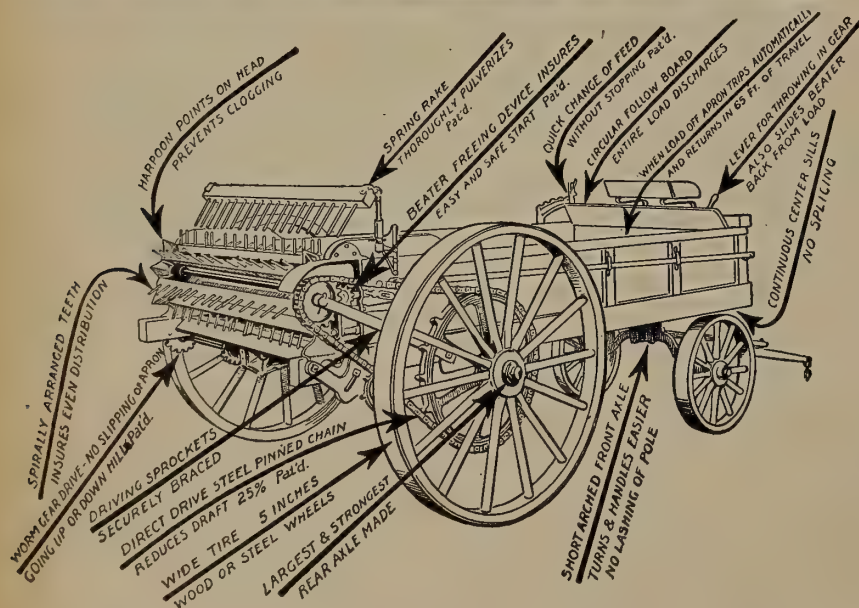
It is said that one of the lines affected will be agricultural implements. The present minimum is 20,000 pounds. The proposed changes indicate that this class of goods will have to take a minimum weight of 35,000 pounds. Readers will see that this is one of the most radical freight changes ever brought forward. Discussing the matter Farm Implement News says: "Railroad officials, however, claim that the proposed change represents nothing unfair to the shippers or to the public. On the contrary they hold that increasing the minimum weights will benefit the entire country as it will so increase the size of loads that an increase of 20 to 30 per cent in the used capacity of the equipment will result. The railroad men declare that notwithstanding the size of freight cars has been increased materially there has been little or no increase in the minimum weights, with the result that shippers have not taken advantage of the added facilities offered them."

Above we reproduce an excellent illustration of this structure, and from it the dealer will be able to form some idea of the progress made by this concern, particularly when it is remembered that it is only a very few years ago since their first building was erected. It was our pleasure to call on the manager of the company, Mr. R. McKenzie. We found him neatly and comfortably ensconced in an altered office. Formerly the offices occupied space along the rear at the west end of the building, but when other improvements were being made in the old warehouse, including a maple floor, private telephone system to all flats, etc., the offices were moved up along the south side of the building towards the front. It is a great improvement and much more convenient and desirable from the standpoint of the office staff.

Mr. McKenzie was most enthusiastic about the outlook for the coming season. Trade last year he reported as exceedingly satisfactory, but with the increased settlement that took place last season he is confident that the demand for light vehicles will be in excess of even that of 1906. Already the company are showing a nice, attractive line of wheeled vehicles on their sample floor and making every preparation to take care of a big business this season.

"An expert has figured out that the contemplated changes would insure the railroad at least 10 per cent added revenue, but, of course, would not in all cases mean an increase in freight rate. Where shippers are able to use the full minimum capacity there would be no increase in rates, but if an order called for less than the minimum weight the shipper would be obliged to pay the rate on the minimum weight, in which case the result would be the same as if an actual increase in rate had taken place."

"Railroad officials know that the manufacturers of agricultural implements will fight so radical a change as proposed to the last ditch. It would be revolutionary to increase the minimum on implements from 20,000 to 35,000. There is a general feeling that the proposition involving an increase of 15,000 is in the nature of a bluff and that the



"Success" Manure Spreader

Note the many exclusive features and you will readily see why this machine has the largest sale.

The most progressive farmers in the West are buying "SUCCESS" Manure Spreaders. Inquiries are coming in from all over the country.

The live dealer cannot afford to be without one. If you want the easiest seller and the one the farmers demand, get the "SUCCESS."

An agency for this popular machine will prove a good investment for you.

Prices and terms of contract on application.

The Paris Plow Co. Limited
Winnipeg.

real intent is to increase the minimum to 24,000 pounds. Even this increase would be a hardship to implement manufacturers and dealers and should be vigorously opposed."

If United States railroads should adopt this proposition and advance the minimum weight of cars it is only a question of time before the same will be adopted by our own Canadian railways. Consideration of the question will clearly illustrate how important this is to the trade at large.

Stock Shows and Sale at Regina.

The third annual Provincial Fat Stock Show, the second annual Provincial Horse Show and the Purebred Cattle Sale, held for the second time, will take place in Regina, Sask., from March 20 to 22nd. We note that Mr. James Murray, Superintendent of Fairs and Institutes for Saskatchewan,

is secretary-treasurer and managing director of these events, which will be held under the joint auspices of the Saskatchewan Stock Breeders' Association and the Department of Agriculture for that province. Mr. Murray requests us to bring this to the attention of our readers in order that they will inform their farmer friends of the time and place of meeting. All correspondence in connection with this matter should be addressed James Murray, Department of Agriculture, Regina, Sask. Mr. Dealer, this provides another opportunity for you to advance the cause of agriculture. You have done your part nobly in the past and the West is indebted to you; now put your shoulder to the wheel and help along this movement. "Every little helps."

When you have discovered who your real friends are, be true to them; stick to them through thick and thin.

Looking for Inducements.

It is reported that the Imperial Steel and Barb Wire Co., of Collingwood, Ont., are looking for a suitable point in the west to establish a plant for the manufacture of barb wire and nails. The company is looking for inducements, guaranteeing to employ 100 to 200 men all the year round.

The Court Upholds Retailers' Association.

In the United States Court at Sioux City, S. D., Judge John E. Carland denied the application of the mammoth Chicago mail-order house, Montgomery Ward & Co.,

for a temporary injunction restraining the officers and members of the South Dakota Retail Merchants' Association from their alleged boycott of manufacturers who sell goods to mail-order houses.

The importance of this decision to the retail trade cannot be overlooked. A victory was confidently looked forward to by the catalogue concerns, and had such been secured it was expected that the mail-order houses of the United States would unite in bringing action in the various States against the different Retailers' Associations.

Judge Carland not only denied the application for an injunction, but took occasion to say that retailers have a lawful right to agree among themselves not to buy from

Best and Most Improved Wagon in Canada.

A STRAIGHT TIP

WE LEAD THEM ALL.

THE JACKSON WAGON

Has all the good points of its competitors, and many special improvements not found on any other wagon made in Canada.

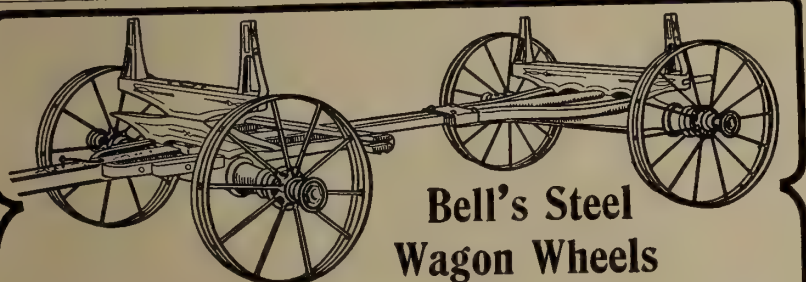
Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Your attention is called to
NINE POINTS ONLY

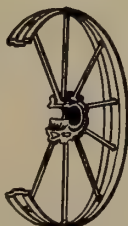
The Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1½ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Jackson Wagon Co., Limited, St. George, Ont.



Bell's Steel Wagon Wheels

possess many advantages over all other makes. The spokes are oval and staggered. They are also headed in the hub and securely riveted into the grooved tire. Bell's special grooved tires double the life of the wheel, as on hard roads the strain is evenly distributed instead of being on a single spoke as the wheel goes round, loosening and straining them. Write for catalogue and particulars—send us size of axles you want to fit.



B. BELL & SON, Limited, ST. GEORGE, ONT.

B. BELL & SON, Limited, 192 Furby Street, WINNIPEG

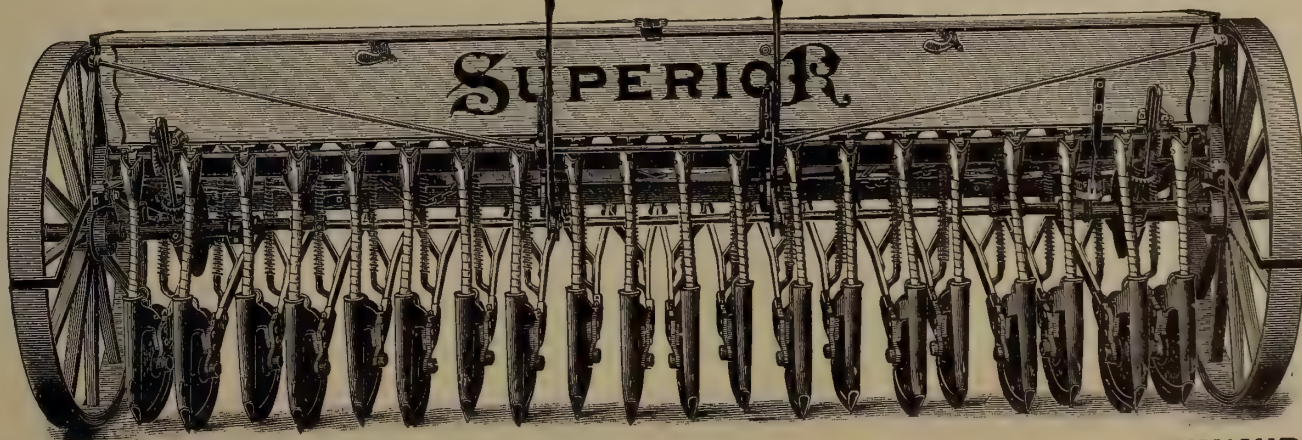
SUPERIOR GRAIN DRILLS

THE SUPERIOR DISC HARROW ON WHEELS is the only Harrow on which Dealers have a monopoly. There is no competition.

"The NAME tells a True Story."

NEVER CLOG IN
MUD OR TRASH.

We Manufacture this Famous Drill in Single Disc, Double Disc and Shoe Styles.



THE
SUPERIOR
AGENCY
ALWAYS
PAYS.

THE AMERICAN SEEDING-MACHINE CO., Incorporated, - - WINNIPEG, MAN.



Snapshot of Ontario Wind Engine and Pump Co., Travelling Staff.

houses that sell to mail-order concerns, and that having this right they are entitled to inform one another what manufacturers do sell to catalogue houses. His decision was in part as follows:—

"It also fairly appears from the evidence that the retail dealers have agreed among themselves that they will not purchase any merchandise from wholesalers and jobbers who sell to catalogue or mail-order houses. It does not appear, however, that said dealers intend to do anything in connection with the matters in controversy different than they have done already. It must be remembered that the retail dealers and complainant are competitors in business, and that the retail dealers have committed the acts shown by the evidence for the purpose of protecting their own interests, so that the retail dealers do not stand in the position that a combination of persons would who had no interest of their own to protect."

"It is impossible to reconcile all the decisions bearing upon the authority of a court of equity to restrain by injunction combinations of persons having for their object any interference with the business of another. So far as the acts done by the combination are concerned, each case must be judged by its own facts. All of these cases similar to the one at bar have arisen where a combination of persons have sought to interfere with the

free flow of trade of another by acting upon the free will of his customers."

"It is believed that this is the first case where complaint has been made of interference with the free will of the persons from whom one purchases the merchandise which he sells. But the right to do business free from interference except from lawful competition includes the right to buy as well as to sell, although it is quite probable that the damage from interference in the former case would be much less than in the latter. An examination and consideration, however, of the numerous cases bearing upon the question at issue has convinced the court that before a court will enjoin the commission of acts by a combination of persons which interfere with the business of another, the court must find that the acts are unlawful."

"For damage arising from the commission of lawful acts, the law affords no remedy. The facts in evidence on this hearing show that the retail dealers have agreed among themselves that they will not purchase merchandise from wholesalers or jobbers who sell to catalogue or mail-order houses; that they have corresponded with jobbers and wholesalers stating that the retail dealers were opposed to said wholesalers and jobbers selling to catalogue or mail-order houses and have requested the former not to sell to the latter. Are

these acts of the retail dealers unlawful? Do they show unfair trade competition? Is persuasion unlawful when considered with reference to the facts of this case, or, in other words, is persuasion unfair competition? Upon the answer to these questions depends complainants' right to a temporary injunction."

"That the retail dealers have a lawful right to agree among themselves that they will not purchase merchandise from wholesalers and jobbers who sell to catalogue or mail-order houses cannot be denied, and it necessarily follows that they have the right to inform each other as to what wholesalers and jobbers do sell to catalogue or mail-order houses. The question in this case is: What may they do in addition to influence the wholesalers and jobbers not to sell to catalogue houses?"

"It must be conceded that complainant has the right to transact and carry on its business free from intimidation or coercion. That this is a property right, and that a combination to interfere with this right otherwise than in fair competition must show justification. The American cases, however, when carefully considered, show that the great weight of authority in the United States is in favor of the proposition that it is not unfair competition, intimidation or coercion for a combination to interfere with this right by persuasion or any peaceable means."

"The motion for a temporary injunction must be denied."

Successful Annual Dinner and Meeting.

The management, heads of departments, travelling staff and office staff of the Ontario Wind Engine & Pump Co., to the number of sixteen, held their annual dinner at the Royal Alexandra on Wednesday evening, February 13th. After doing thorough justice to a splendid bill of fare, with which even the epicurean tastes of the different road men could find no fault, a business session was held in one of the rooms of the hotel, in which matters of great interest in connection with the company's rapidly developing business in the West were discussed; the interest being so great that the gathering forgot time and did not break up until the "wee sma' hours" were mounting into larger figures.

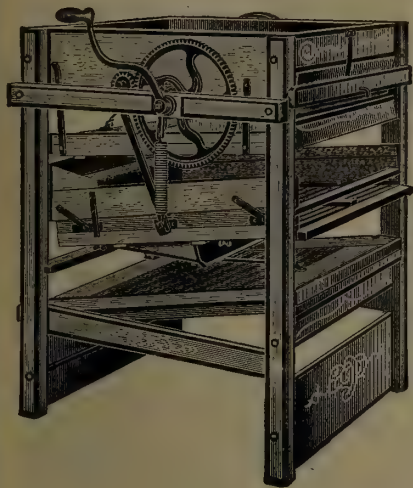
Just prior to breaking up, Mr. A. G. McKay, of the travelling staff, on behalf of the employees of the company, took occasion, in a neat and appropriate speech, to present the Manager, Mr. J. M. Reid, with a very handsome gold locket, suitably engraved with his initials in monogram style on the front and the following inscription on the back: "Presented by the Staff of 1907, February 13th." Mr. Reid feelingly responded and thanked those who had given such evidence of their appreciation and esteem. He congratulated all on the splendid enthusiasm that had dominated their annual meeting, which he characterized as the most successful in the history of the Western branch. He felt confident that all connected with the staff would go forward during 1907 carrying the banner of the Ontario Wind Engine & Pump Co. to greater conquests and increased business.

The lateness of the hour making it impossible to finish business, an adjourned meeting was held in the offices of the company on the following day, where, despite the fact that those present had little chance to enjoy the pleasures of Morpheus, everything was carried along in the most enthusiastic style. Those present at the gathering were as follows: Messrs. J. M. Reid (Manager), H. P. Hansen, R. G. McKay, J. B. Murphy, all of Winnipeg; H. J. Ribble, Regina; M. J. Williamson and J. D. Downey, Calgary; and the balance from this city, H. C. Nelson, D. J. McIntyre, H. Carl Nunn, O. E. Chapman, F. C. Bell, F. Williams, A. J. Britton, F. C. Murphy and W. Johnston.

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A MONEY MAKER FOR THE DEALER

A MONEY SAVER FOR THE FARMER



**The "CHATHAM" takes
Oats from Wheat
thoroughly**

Solving the problem of preparing clean seed; making a 99% separation at the first operation. It is scientifically designed for this purpose, and is strongly built of the very best materials, and can be operated by either hand or power.

**This Machine solves the
Wild Oats problem.**

SEE THE POINT, MR. DEALER?

**We make the famous Chatham Fanning Mills, Farm
Scales, Incubators, and Kitchen Cabinets.**

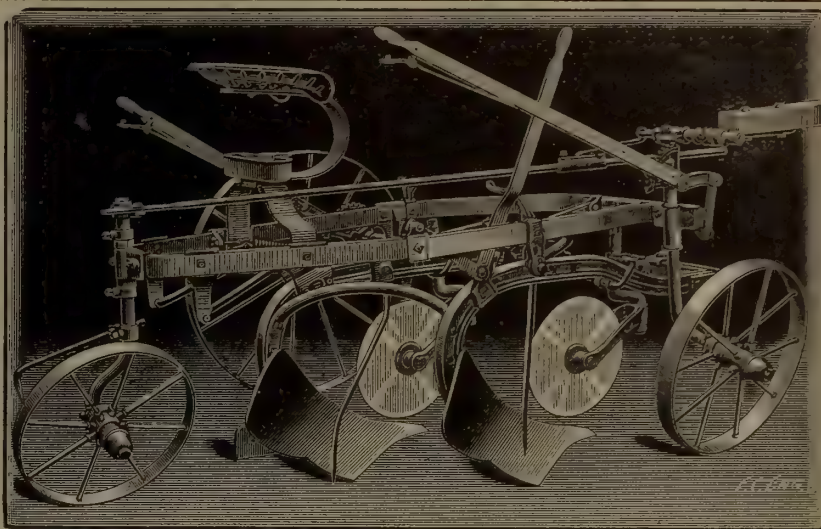
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BRANDON, MAN. Head Office: CHATHAM, ONT. CALGARY, ALTA.



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy, for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

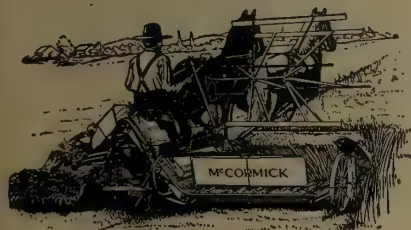
The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

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THE Frost & Wood Company General Agents,
LIMITED.

WINNIPEG - - REGINA - - CALGARY



McCormick Harvesting Machines

THE STANDARD OF QUALITY.

The progress that has been made in more than three-quarters of a century in manufacturing McCormick harvesting machines has developed into the McCormick line that is known as the standard of quality—O K all over the world.

Farmers are familiar with the excellent manner in which McCormick machines handle their grain and hay, and they know that the McCormick line can always be depended upon. These are two important reasons why you should handle the McCormick. It is a line for which there is always a demand—this means easy sales. When you handle the McCormick you handle a full line—you know that you can always supply farmers with complete harvesting outfits. The McCormick line comprises:

**BINDERS
REAPERS**

**MOWERS
RAKES**

**TEDDERS
HAY LOADERS**

**HAY STACKERS
SWEEP RAKES**



McCormick Drill and Tillage Implements

This line is carefully designed, and receives the same attention that is given the harvesting machine line. Only high-grade materials are used in the construction of these machines and implements. They meet the farmer's requirements. The line includes:

**SHOE DRILLS
DISK DRILLS**

**CULTIVATORS
LEVER HARROWS**

**SMOOTHING HARROWS
DISK HARROWS**

In addition to the foregoing, McCormick dealers have the advantage of carrying in stock the following trade winning lines: gasoline engines, cream separators, hay presses, wagons, sleighs and manure spreaders.

Full particulars relative to terms and territory can be secured from any general agent. Catalogues will be mailed upon request.



Western Branch Houses:

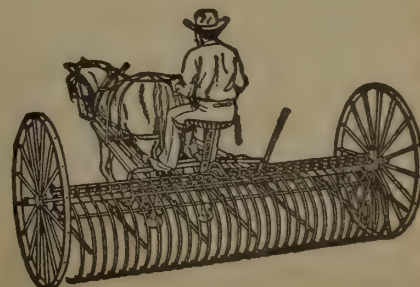
Winnipeg, Man.

Calgary, Alta.

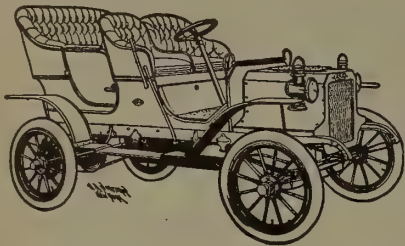
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CHICAGO - - U.S.A.



No HARROW so good
AS THE
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THEY SELL THEMSELVES



The best **CAR** in
America for the money
Investigate for yourselves

Our other lines are just as good as ever.

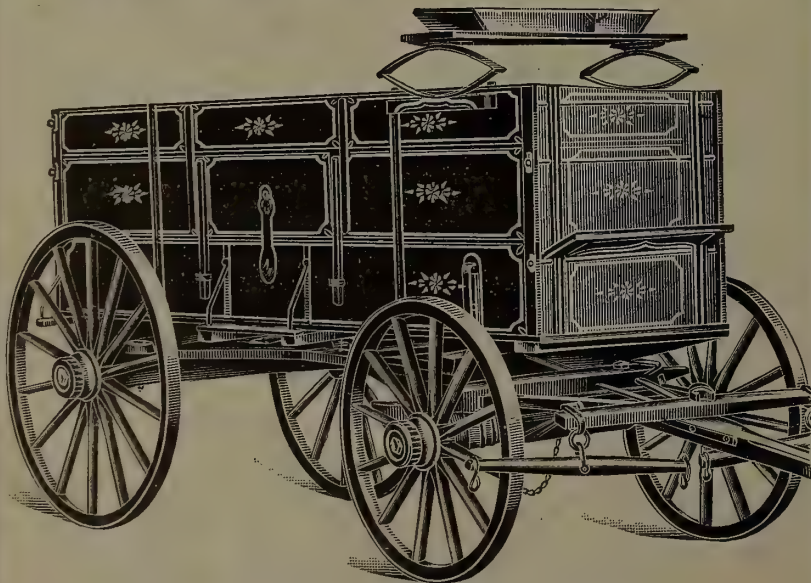
Brantford Carriages-- Olds & Franklin Automobiles

Maw-Hancock Disc Plows

Simplicity Gasoline Engines-- Empire Wood Pumps

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WILKINSON WAGONS



Care in the selection of materials is the first essential in making a wagon.
"Wilkinson" wagon stock is selected by men who have been many years in the business, and who know.

The timber, when purchased, must be perfectly dried.

"Wilkinson" timber is air-dried under cover for several years before going into a wagon.

With good timber, thoroughly dry, and well put together—the best iron work, and a bright, attractive, permanent finish—you have a wagon that will sell ahead of any other.

"THE LIGHT-RUNNING WILKINSON."

THE STEWART-NELSON CO., Ltd.
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For many years we have been manufacturing Seeding and Cultivating Machines for use under Western conditions, and are right in touch with the requirements of your territory. Our Drills and Cultivators are so constructed that they will withstand all kinds of hard usage, and are therefore the ones that farmers demand.

For this season we have a new line of Disc Drills which have proven by actual field tests to be ahead of anything at present on the market. One of the best features of these drills is the Disc Hub. This Hub is fitted with **dust-proof Ball Bearings**. In order to test the efficiency of this bearing we operated it in fine sand, sowing an equivalent of 1,800 acres of land, and on opening up the bearing found that there could not be detected the slightest trace of wear—and that Disc Hub was only **oiled once**. It's dust-proof in every sense of the word.

Compare the above fact with the experience most farmers have with the chilled bearings on their Disc Drills and we believe you will agree that the Frost and Wood line is the one the farmers will demand.

Ask us for our Illustrated Catalogue "K"

it contains much interesting information about all kinds of machines and implements for Spring work.

THE Frost & Wood Company
LIMITED.

WINNIPEG

BRANDON

REGINA

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CANADIAN FARM IMPLEMENTS

Vol. V, No. 3.

WINNIPEG, MAN., MARCH, 1907.

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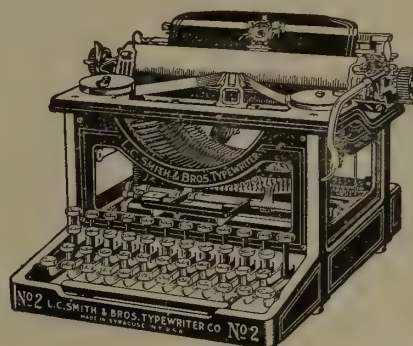
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Sole dealers for Western Canada

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ALL STEEL CHANNEL HARROW

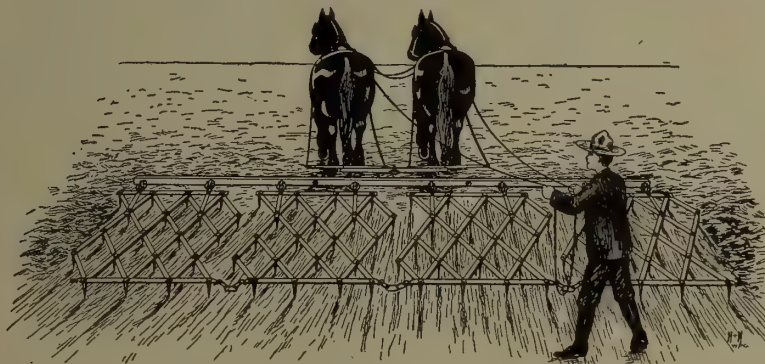
HARROW

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"BOSS" WOOD

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WATSON'S ALL STEEL CHANNEL HARROW

Uses more channel steel.

Every tooth set on line of draught.

BRING and HOLD TRADE.

THE ONLY DIAMOND HARROW THAT WILL NOT "CREEP"

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**GALVANIZED STEEL SHINGLES
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Building Materials of every Description in
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THE STEWART NO. 1 HORSE CLIPPING MACHINE

Canada \$8.75
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Acknowledged as the best and most perfect clipping machine ever made, regardless of price. Sells fast everywhere. All enclosed steel cut, file hard gears, running in oil. No friction; no wear.
HOW IS YOUR STOCK? All leading Canadian jobbers have it.

Write for our big new catalogues showing the world's greatest line of clipping and shearing machines

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STEWART NO. 8 SHEEP SHEARING MACHINE

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Makers of

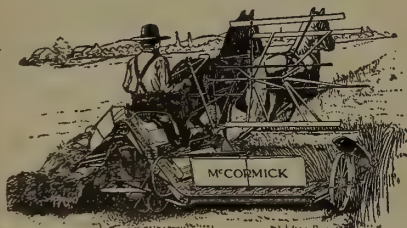
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Southern Moline Plow Co. - New Orleans, La.
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McCormick Harvesting Machines

THE STANDARD OF QUALITY.

The progress that has been made in more than three-quarters of a century in manufacturing McCormick harvesting machines has developed into the McCormick line that is known as the standard of quality—O K all over the world.



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BINDERS
REAPERS

MOWERS
RAKES

TEDDERS
HAY LOADERS

HAY STACKERS
SWEEP RAKES

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This line is carefully designed, and receives the same attention that is given the harvesting machine line. Only high-grade materials are used in the construction of these machines and implements. They meet the farmer's requirements. The line includes:

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DISK DRILLS

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LEVER HARROWS

SMOOTHING HARROWS
DISK HARROWS

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Full particulars relative to terms and territory can be secured from any general agent. Catalogues will be mailed upon request.

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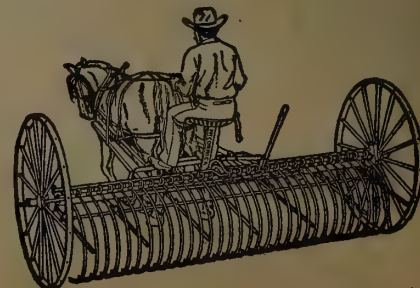
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(INCORPORATED)

CHICAGO - - - U.S.A.



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Neepawa Centrifugal Grain Pickler

Manufactured by

**THE NEEPAWA
MANUFACTURING CO.,**

LIMITED

Neepawa, Manitoba



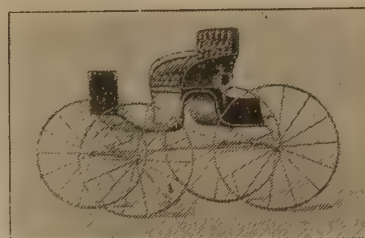
*The Easiest Operated
and Most Complete
Grain Pickler on the
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**Mount
Forest
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We have a number of new styles which are
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**Do Not Overlook Them
Send for Catalogue**

We also carry a full line of high-wheeled
Jogging Carts, Pneumatic Jogging Carts,
and Racing Bikes.

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The Massey-Harris Cream Separator

Points worth considering.**Easy to Fill:**

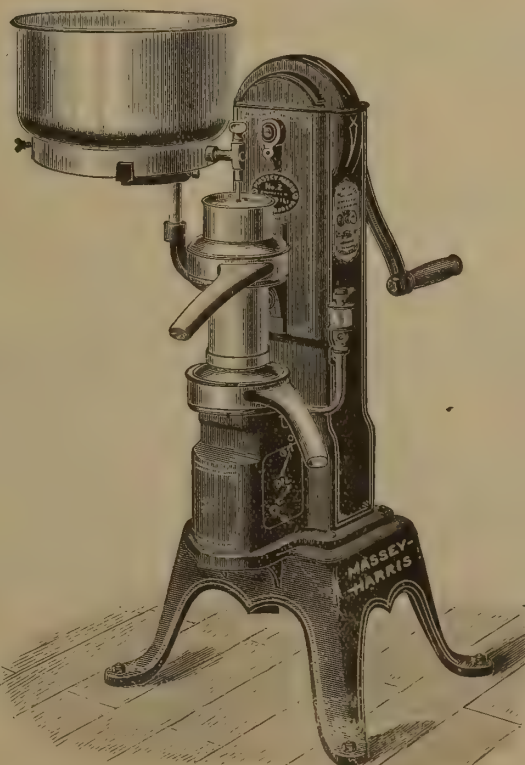
Because the supply can is low—only
waist high—and there is no danger
of overflowing the can as there is with
a high supply can.

Easy to Turn:

Because it has cut gears and easy
running bearings, ball bearings for
bowl spindle, and removable bronze
bushings for other bearings.

**Saves all the Cream
at all Temperatures.**

The Massey-Harris bowl readily
handles hot or cold milk.

**Points worth considering.****Easy to Clean:**

Because there are but two parts inside
the bowl, and these are easily removed.

No Danger from Exposed Gears:

Because all gears are enclosed, yet
are readily accessible.

Durable:

Because made from the highest grades
of material carefully finished, and with
easy running bearings.

Lastly:

The Massey-Harris Cream Separator
Lasts.

WRITE US FOR DESCRIPTIVE CATALOGUE

MASSEY-HARRIS CO., LTD.

WINNIPEG, REGINA, CALGARY

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OF THE PLOW
IS THE PLOWING**

**THAT'S WHY
COCKSHUTT PLOWS**

HAVE TAKEN THE LEAD

They do the business in the farmer's field and in the dealer's warehouse. Some others are good, but none so good. It is the uniting of superior strength and durability with lightness of draft, and those brilliant improvements here and there that make the Cockshutt "Jewel" Gang and Sulky Plows stand apart—unequalled.

**THE "COCKSHUTT" DEALER DOESN'T WORRY. HE KNOWS HIS
GOODS WILL PLEASE BECAUSE THEY HAVE.**

**THE DEALER
RECOMMENDS IT**

AND

**THE PLOW
MAKES GOOD**



COCKSHUTT "JEWEL" GANG

**THE FARMER
RELIES ON IT**

AND

**THE PLOW
MAKES GOOD**

Cockshutt Plow Co., Ltd.
WINNIPEG REGINA CALGARY

CANADIAN FARM IMPLEMENTS

Vol. V, No. 3.

WINNIPEG, MAN., MARCH, 1907.

SUBSCRIPTION PRICE } Per Annum, \$1.00
Per Month, .08

The Evils of Excessive Credits.

By Johnston D. Campbell.

(An address before the Inland Empire Implement and Hardware Association.)

I have been asked to speak to you to-day upon "Credits," or the "Credit System," and I want to say to you in the way of a beginning that none of you here present to-day have a more valuable asset, either on your shelves or in the bank, than your credit. Startling as it may seem, it is a fact nevertheless, that over 90 per cent. of the business done in the United States is done on credit. Last year—the year 1905 rather—the 1906 statistics not yet being compiled, the manufacturers of the United States did a business of over thirteen billions of dollars, upon an actual cash investment of five hundred millions, or rather, 96 per cent. of all the business done by the manufacturers of the United States was done upon credit. Now that seems startling, and yet sit down some day with a pencil and figure up yourselves the amount of business you do on time, or credit, and the amount you do on cash, and see if it does not startle you.

So I say the most valuable asset you have in your business to-day, gentlemen, is your credit; an asset which should be most carefully taken care of; an asset which should be nurtured and not abused. I think also that I can say without fear of contradiction, there is no asset you have which is more often abused than that of credit. Not perhaps your own, but the man who buys from you. Because you sell on credit you must do business on credit. If you do not take care of the credits that are due you sooner or later you are going to have trouble with those you owe. At least 50 per cent. of the failures reported in one year can be traced directly to bad credits. Now I want to give you just a little illustration of that:

Just about a month ago we had occasion to close an unfortunate debtor and take over his business.

We hope and believe that we will pay out that business, pay out the debts, and still have several thousand dollars to turn back to the debtor. But in going over his books, and I worked until nearly 2 o'clock in the morning doing so—I found this was the cause of his failure: He had started in business about three years before with an invested capital of \$4,000. That was all the cash he had. He has to-day over \$7,500, nearly double the amount of his invested capital, standing out on his books. In going over his business for the month of November, we found he did \$1,200 in cash business and that he did \$1,300 on credit. He had collected on his old accounts, during the month of November, \$600. So for the month of November he was \$700 behind in his credit business. And I said to him, "How soon can you get in the \$1,300 of credit in the month of November?" He said: "I cannot hope to get in a dollar of that until next fall." Now just think of that, gentlemen. How could that man expect to do business and succeed in that manner? He had some notes, it is true, but he had not tried to collect them, and the great majority of his accounts were standing there without drawing any interest and without anything coming from them.

Now, gentlemen, I believe that a farmer, or other person buying goods of you, has no more right to ask you to carry him for a year without interest and without security than you have to go to your home bank and ask them to advance you money to pay your bills without interest and without security. And I believe the credit system that has been worked up in this country is largely the fault of the retailer. I know the farmers can be educated to pay their debts promptly just as well as anyone else. The strange thing to me

is that some of the largest accounts on your books are of men who are absolutely good. Men who can go to the bank and give their note and get the money to pay you. But you have not asked them to do that for fear they will get mad and leave you and go to that man across the street and buy his goods. Isn't that a fact? But I want to say if this association will pass a hard and fast rule that any man who comes to you for credit should be required to give his note, bearing the legal rate of interest which you have to give at the bank, and make that a bankable note, that it would be only a little while until the whole credit system of the country would be changed, and changed for the better, so you could meet your bills promptly and discount them if you pleased by taking the farmer's note to the bank and getting the money.

Why, it is astonishing—as I have gone over the books of various retailers at various times to find out their condition,—it is astonishing to see the amount of money standing on the books not drawing interest, while the retailers themselves are having interest added up on past due accounts. It is only a question of time when those principles, carried out as they have been in the past, are going to involve all of you if you do a credit business. You cannot help it.

It has been in the past a fact without doubt, that if you crowded some of your collections some of your good farmers, or neighbors in town, they would get huffed and go across the street to buy. But if you all combined and made the same rule when he gets mad and goes across the street, if the man across the street will hold up a stiff upper lip and say to him, "I do not want to sell you on any different terms than Tom Jones would, across the street," you would find out he would be mightily glad to give you his note and pay his bills when they became due. The very system of credit is a matter of edu-

cation. It is so in all lines of business.

The credit system is more prevalent in the farming districts than in the cities, because the large stores, in the cities, do practically a cash business. But you who have to carry your neighbor from one year's end to another have to adopt the credit system. There is no reason, however, why you cannot inaugurate the system that if you carry a man he must give you good, bankable paper.

I believe the wholesaler and retailer should work together to this end. I believe, and always have believed, it would be a kindness to the retailers if the wholesalers always insisted on bills being met when due according to the terms of sale. If that was done you would push the man owing you and he would settle up so you could pay.

Last spring I had occasion to go to a certain retailer in an outlying town. I had at that time about \$3,000 of claims against him in my pocket. I went there and spent a whole day with him, going carefully over his books. I found he was perfectly solvent, but I found that every dollar that he had in the world was past due, something like \$8,000 or \$9,000. I said to him, "What are you going to do?" He says, "I don't know. I cannot pay a dollar at this time of the year. It is simply all I can do to keep up my stock, without paying any old bills." He had charged between \$15,000 and \$16,000 on his books, not one dollar, practically speaking, could be collected until fall. I said to him: "I will tell you what I will do; I will promise you that I will gather the claims in Spokane and I will see to it that you will not be required to pay any of this indebtedness until next fall. I will do more than that: If you will write me when any of your outside creditors write you and threaten suit or place a claim in the hands of an attorney, I will write to them and say that I believe you are perfectly responsible and will pay every dollar this

fall. But if I do, I am going to tell every one of these men to absolutely insist on getting their money this fall."

He thought it might pinch him this fall to get his money and did not know about that. I said that that was the only condition that I would help him out now on and he agreed. I wrote forty letters with reference to that man's business. There was not one that crowded him. And to-day I do not believe that he owes a dollar. He paid every dollar that was in my hands; and I have heard he paid every debt outstanding against him. What would have been the result if I had crowded him at that time and allowed others to do the same? He would be broke and his creditors could not get their money until this fall out of those debts and he would be out of business, and in all probability without a dollar. But I think it has taught him a lesson, and I venture to say he has not

anything nearly as much on his books to-day as he had some six or eight months ago, and his indebtedness is practically all cleared off.

I believe, gentlemen, what you want is co-operation in this matter; and you must show people dealing with you that you must have your money; that you have your bills to pay, and that if you must carry them to the next fall you must get bankable paper so that you can take it to the bank and get your discounts, instead of paying 8 per cent. on your past due accounts.

Cleaning and Dressing Vehicle Tops.

In the repainting of an old buggy it is necessary that the top, curtains, dash, fenders and all leather or rubber parts should be finished to match the balance of the job. First turn the bottom up

and give the cloth lining a good dusting with a stiff whisk broom, then take the sprinkling can and wet the cloth lining with clean water. This will drive any dirt that may be left in the lining into the moss or excelsior stuffing, says the Western Painter. Now turn the top back and give the top, curtains, dash, fenders and any other leather or rubber parts a good washing with soft water and tar soap. When done washing, rinse with clean water and let it stand until perfectly dry.

When the leather or rubber portions are ready for the dressing (which will be as soon as they are dry) flow on one or two coats of any of the following dressings. The formulas given are for one gallon of dressing:

Three quarts turpentine asphaltum varnish; 1 pint turpentine; 1 pint turpentine japan; one ounce sweet oil; $\frac{1}{2}$ ounce oil citronella. Mix the oils and turpentine together, add the other ingredients, shake well, and it is ready for use. If too thick, thin with turpentine. This dressing is especially recommended for old leather tops, etc., that are badly worn and full of cracks.

For rubber tops, and other parts that are covered with rubber, use the following formula:

1 pint thinned drop black in oil; 1 pint pale japan; 1 quart thick black rubbing varnish; 1 quart boiled linseed oil; 1 pint turpentine. Mix altogether, stir well, and it is ready for use. In making this, do not use the slops and bottoms of varnish cans; neither must dirty, greasy, turpentine or rancid oil be employed. A good top dressing cannot be made from the waste of the paint shop.

If it is a rubber top and curtains are pretty well worn and shabby-looking, apply a coat of drop black all over the top and curtains. When the color is dry, flow on a coat of hard-drying gear finishing varnish. After the lapse of a week, put on another coat of gear varnish, and the result will please you. The dash, fenders and all rubber and leather parts can be treated in the same way, but we do not advise you to apply this method on leather tops or curtains.

In repainting an old job where there is no top, but where the cushions and backs are made of leather and are faded, it is necessary that they should also be

brightened up a little. A good way is to first match the color of the leather. For green leather, mix Chinese blue and Dutch pink until the proper shade is reached. For brown leather, use carriage part lake and drop or lampblack; for light brown add a little Indian red. When you have the color matched thin it with turps until it is as thin as water and apply with thin coat with a stiff bristle brush. When the color is dry take some very thin alcohol shellac of about the consistency of thin size and give the leather a coat of this, then immediately rub over with pure neats-foot oil and rub until the surface is dry and clean. This will make the leather look almost as nice as it did when it was new.

For cloth cushions and backs, give them a good dusting with a stiff whisk broom, sponge them off with clean, soft water, and sprinkle them the same as you did the linings in the top.

With drop black cover the bow sockets, top joints, shifting rails, toe rails, steps, rub irons, etc., and finish them along with the other iron parts of the job. Always be sure to have a good finish on the steps, bow sockets and top joints, and put a new oilcloth on the floor of the body if the old one is shabby, as this will greatly aid in making the whole job look finished.

HONEYMAN, HAULTAIN & CO.

STORAGE AND TRANSFER

Wholesale Commission Merchants

P. O. Box 372. REGINA, SASK.

FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR

Factories: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents, WINNIPEG, MANITOBA.

The "MANITOBA LINE" Wins



Because it is composed of reliable goods properly made, thoroughly tested, and carefully finished.

Our "MANITOBA" Windmill is the most scientifically constructed Mill in the World. Built to meet Western Requirements.

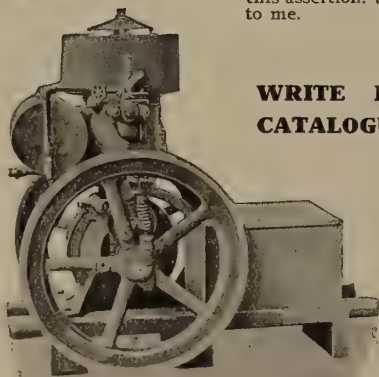
A Customer's Testimony

Moosomin, Sask., Feb. 11, 1907

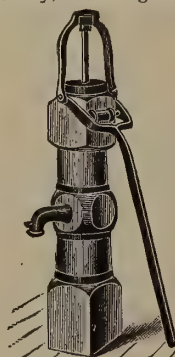
Gentlemen.—For windmill power there is no mill to compare with your "New Manitoba." It excels all others for power and speed. It is the most substantial mill and the best value for the farmer. It crushes 30 bushels of barley per hour easily. Doubters of this assertion, who have money to lose, should apply to me.

Sincerely, A. S. Dalgleish.

WRITE FOR CATALOGUES



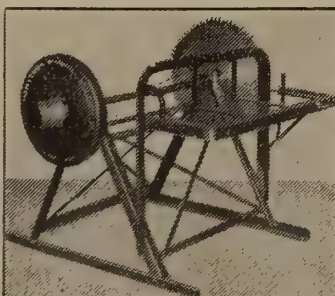
The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.



The Famous "Manitoba" Pumps, known and recognised throughout the West as the "STANDARD OF EXCELLENCE."

We Manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized Iron.

See our New "CANADIAN PETERS" Pumps.



"MANITOBA" Steel Saw Frame Absolutely all Steel. Heavy Angle Steel Frame and Table. Note the Steel Cross Braces. "The Best that's Made."

The Manitoba Windmill and Pump Co., Ltd., Mfrs.,

BOX 301

BRANDON MAN.

OX 301



Visit us when in the City--Take car to Louise Bridge--Our Factory will interest you

PLACE YOUR ORDERS NOW FOR SPRING SUPPLY OF "HERO" GRAIN SEPARATORS

WE SELL TO THE TRADE ONLY

WE DO NOT PEDDLE OUR MACHINES

Remember, Mr. Dealer, we protect you and at the same time give you the best grain cleaner and separator on the market.

The "Hero" excels in thoroughness of work and cleans oats from wheat perfectly. Every part of every machine is carefully and thoroughly built of the very best material that we can secure. It is light handy, efficient and reliable. It gives full satisfaction to every user and brings new business to every seller. Don't you want the grain cleaner trade of your district? If you do, handle the "Hero." Catalogue and full information will be sent immediately on receipt of your request for same.

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WINNIPEG

Our Lines are Leaders and Money-makers for the Dealers

GET OUR CONTRACT NOW.

Windmills—Towers—Tanks—Wood and Iron Pumps, single and double acting.

New Style Stickney Gasoline Engines, the simplest and best for the farmer.

New Frictionless Empire Cream Separators, lightest running, closest skimming. *The best seller on the market.*

Grain Grinders—Saws—Feed Cutters—Horse Powers
Tread Powers.

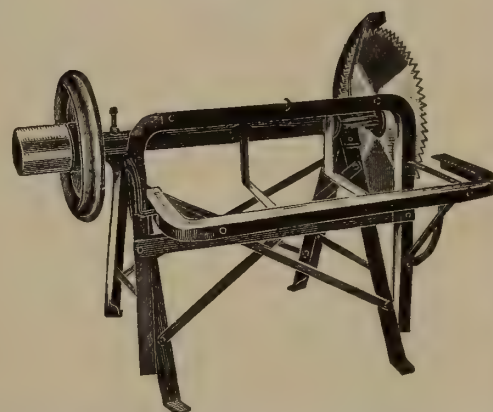
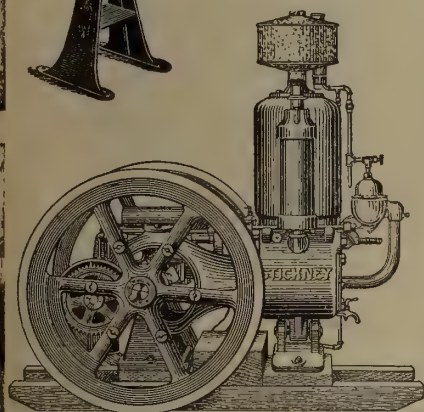
Galvanized Steel Flagstaffs.

Eagle Steel Lawn Swings.

**WELL DRILLING MACHINERY
VILLAGE FIRE ENGINES**

Ontario Wind Engine & Pump Co. Ltd.

WINNIPEG



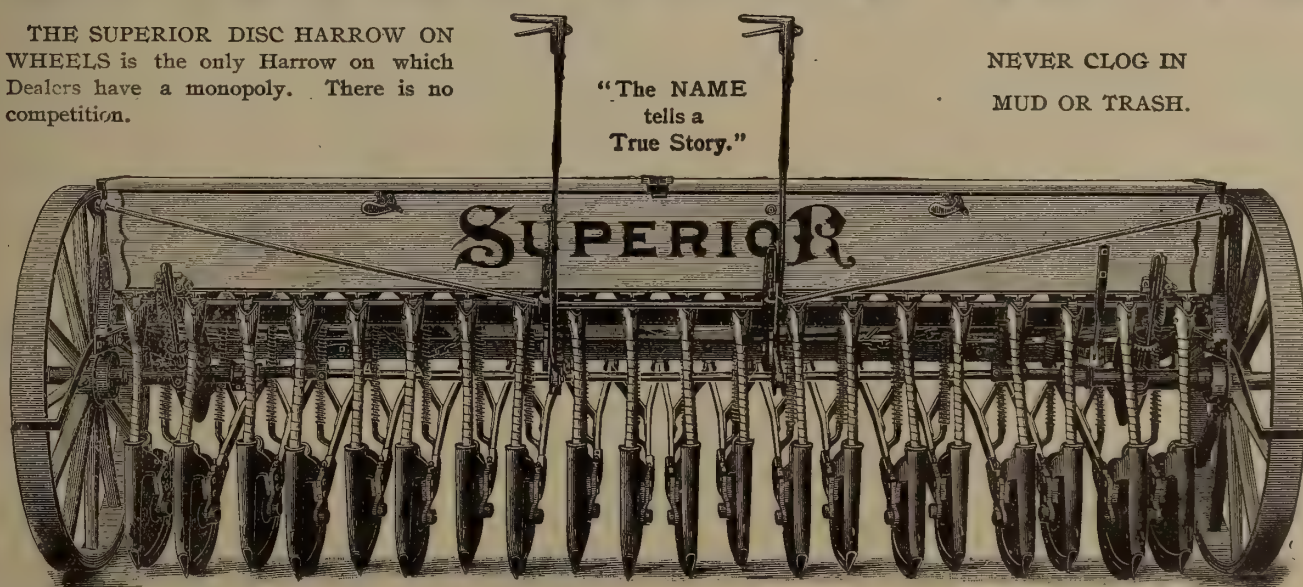
SUPERIOR GRAIN DRILLS

THE SUPERIOR DISC HARROW ON WHEELS is the only Harrow on which Dealers have a monopoly. There is no competition.

"The NAME
tells a
True Story."

NEVER CLOG IN
MUD OR TRASH.

We Manufacture
this Famous Drill
in Single Disc,
Double Disc and
and Shoe Styles.



THE
SUPERIOR
AGENCY
ALWAYS
PAYS.

THE AMERICAN SEEDING-MACHINE CO., Incorporated, - - WINNIPEG, MAN.

Farewell the Choo-Choo! (Perhaps.)

Samuel Hopkins Adams, editor of Ridgway's, has the following to say in connection with the forefront of the caption of this item. We are responsible for the latter word, and its significance will be borne in upon your mind when you read Mr. Adam's remarks. He says: "Romance suffers another set back, at the hands of the edacious railroads. The new electric locomotive, being installed on some American roads, is just an oblong box with sloping ends. By comparison the steam locomotive was a man and a brother. It had features on its face, such as a smoke stack, and a big bulging wart that it called a steam dome. And you could see it visibly eating coal. That was companionable. The electric locomotive lives off a third rail. You can't feel much sympathy with a thing like that. Moreover, the steam locomotive had a piston-rod-arm that you could see straining its muscle to turn the wheel fast enough. And it puffed and panted in the honest effort to do the work properly. The electric locomotive just

moves along without any apparent reason. The photographs which show the electric glider distancing the steam puffer in railroad races are pathetic exhibitions of the triumph of a force over a personality. We intend to buy a steam locomotive and keep it in the barn and be kind to it in its declining years. It had too much individuality for this standardized age in which we have all to look and behave like identical oblong boxes and in which Romance while never dying, becomes less and less a matter of the outward eye and more and more a matter of inward imagination."

Perhaps! Perhaps! Who can tell?—that is amongst us. Surely all things pass away, and yet how long some seem to linger. A few years ago we heard and read many "farewells" and "laments" regarding the passing of the horse when the automobile reached perfection in construction. Seems to us that stage in the development of the auto has been attained, and yet the horse "ain't went yet." Guess we won't do any considerable amount of worrying about the passing of the steed of steel for a little while. Only wish we had a

few hundred more of them at the present time. Guess there are a few farmers and some implement dealers in Western Canada who heartily reiterate our wish. We won't pen our "farewell" to the steam locomotive for this issue anyhow.

Ah! Bah Jove!

In England.—These Amercian jokes seem to be good only in the States, don'cher know. I was dining with an American lawst summer, and after he had finished his fish he said to the waitah: "Bring me a glaws of watah. This fish wants to swim."

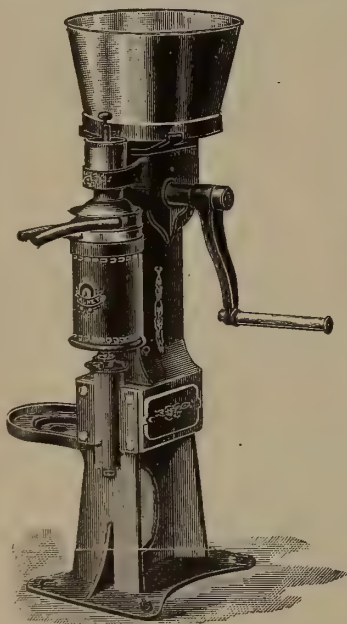
Good joke, bah Jove! When I got back to Lunnon I tried it at my first dinnah. We had no fish, so when we got the veal chops I said: "Waitah, bring me a glaws of watah. This calf wants to drink." And, don'cher know, they laughed at me and not at the joke.

Canada has a million square miles of standing timber.

More About Handling Cream Separators.

Time and time again we have taken up the matter of dealers handling cream separators. At every turn we have been brought face to face with countless good and sufficient reasons why every dealer should have an agency for this labor-saving, profit-making farm machine. However, in this, as in everything else, some hold different ideas from those we have been promulgating and have taken issue with us on the question, but with those of this class with whom we have discussed the subject personally we have been able, in a large proportion of cases, to more than partially convert them and change their views on the matter.

One of the weakest reasons that we have heard advanced as to why the man selling farm implements should not handle a separator came to our attention during the past month. Those of you who perused our cream separator article in our February issue will remem-



THE MAGNET.

Haste is Dangerous

CREAM SEPARATOR demand exceeds the supply. Manufacturers are tempted to rush machines on the market for speedy sale—a bad thing for them and their buyers, because **QUALITY CANNOT BE RUSHED.**

Better to make a hundred Cream Separators **RIGHT** and retain the confidence of a hundred buyers than to get the money from a thousand "**RUSHED**" machines.

Quality, not Quantity, is the "MAGNET."

No sentiment—just good business—looking ahead.

We want your orders in the future years as much as we want them now, and we are making sure of the future by present excellence.

It consumes time and money to test raw materials, inspect separate parts, scrutinize small details, and run every new machine hour after hour, day after day—but it pays. It earns for us the lasting loyalty of **MAGNET** buyers.

ONE SIZE

FIVE CAPACITIES

For fuller details send for complete illustrated booklet.

THE PETRIE MFG. CO., LIMITED, WINNIPEG

FACTORY: HAMILTON, ONT.

DISTRIBUTING POINTS

REGINA, SASK. CALGARY, ALTA. VANCOUVER, B. C. VICTORIA, B. C. ST. JOHN, N. B.

U. S. CREAM SEPARATOR

OFFERS THE DEALER

a cream separator that, in the fifteen years it has been on the market, has proved its unequalled skimming and wearing qualities. Back of it to-day stand the guarantees of a splendid factory equipment, thirty-three years of successful manufacturing experience, and our well-known reputation for "the square deal" with the dairy public during all these years. You can "bank" on every claim we make for the

CLEAN SKIMMING
EASY RUNNING
LONG WEARING



U. S.

OFFERS THE USER

The Cleanest Skimming Separator

The chief reason he wants a separator is to get more cream—more money—out of his milk. The U. S. gets the most.

HOLDS WORLD'S RECORD FOR CLEANEST SKIMMING

The Simplest Separator

Both in operating mechanism and bowl construction. Three gears and the bowl are all the "machinery" there is to the U. S.

A Simple Bowl Separator

Only two strong, simple, easily handled, easy to clean parts, inside.

The Most Durable Separator

Few parts, and those strong and finely built of the best materials by skilled workmen.

The Easy Running Separator

Gearing correctly proportioned, strong but not heavy, accurately fitted, ball bearings, and runs in oil.

The Safest Separator

Gearing all enclosed within the solid, low, one-piece, iron frame.

Our handsome catalogue not only tells, but **shows** everything about the construction and operation of the U. S. Cream Separator. 27 pictures.

WILL YOU just let us put our proposition before you.

That costs you nothing. Write us **TO-DAY** to send catalogues and have our salesman call, and **WE WILL**

VERMONT FARM MACHINE COMPANY
BELLOWS FALLS, VT.

ber how we advised dealers to take up this selling of separators. Imagine our surprise then when we were informed by a dealer, not selling these machines, that there was too much competition between manufacturers in this territory in comparison with a year or two ago and consequently there was not sufficient profit to warrant any dealer taking on a separator agency.

It is true that competition has considerably increased during the past couple of years. Is that a good reason why any dealer should be deterred from selling cream separators? We cannot see it that way. Rather the opposite. What reason have we for such views? Well, we will try and show you,

All the competitive concerns engaged in making cream separators are spending, through farm journals, etc., large sums of money annually in advertising. Thereby they are stimulating and increasing business, while at the same time their policy of publicity is creating trade. Farmers, who openly scorned the idea of a cream separator in days gone by, are being edu-

cated to the practical advantages that lie in the use of a machine.

Now, you say, how does that affect the dealer and his handling of a cream separator? Easily apparent. All publicity is essentially educative. The separator makers believe it, so does every other advertiser. A demand is started for separators in a neighborhood, it gradually grows and the wide-awake dealer realizing it secures the agency for a machine.

There are few separator manufacturers that desire to conduct their business direct with the farmer. They prefer to have representation in each district where there is the possibility of selling machines. It cannot be expected, however, that any manufacturer will stay out of any district just because he cannot get a dealer as a representative. He will go in for direct business. True it is not as profitable, nor as satisfactory, but every manufacturing establishment must sell its product or go out of business.

Now then, if a dealer is not handling a machine he is encouraging the growth of a business that has for its object the elimination

of the retail man. That is simply what direct business means. If the dealer has an agency he can combat and come out victorious every time in competition with houses selling cream separators direct. In the first place the dealer can talk to the buyer personally, then he can show his machine and demonstrate its setting up and operation. If anything goes wrong, and it does not often happen with the high grade separator, the dealer is at hand to adjust it and place it in good working order again.

These are advantages for every dealer and it is because of these we advocate the handling of a separator. The demand is growing, the manufacturers are continuously advertising for representatives through our publication, and there is every good reason why the dealer should sell machines. The different separator makers are anxious for business,—they offer it to those who are not handling machines or those who desire to make a change of connection.

Each machine has some particular feature in the estimation of its makers. Every dealer is a free agent in coming to a decision as

to what separator he desires to handle. After having come to decision on the particular make he wants the agent must send in his order, get the machine on his floor, study it, get enthused with its good features, and then go after the trade in his neighborhood with it. We hope none of our readers will miss the opportunity of taking on a high-grade machine and that they will go after the trade in such a manner as the profits warrant, and we know they are all right.

Some years ago, and not so very many at that, the man who considered plowing by steam practicable was looked upon by his friends and neighbors with something akin to pity. He was regarded as rather "off his head," and people were prone to think the best way to handle him was to quietly listen to his whim. Years have rolled on and now we see the consummation and success of steam plowing and wonder, in our minds, what will be the next step in the development of agricultural methods.

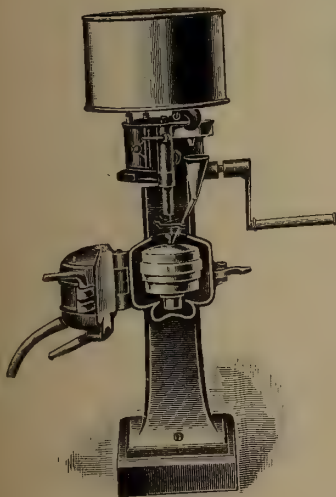
HAYES' PATENT
WRITE FOR PRICES
METALLIC ROOFING CO.
LIMITED
WINNIPEG
STEEL LATHING

Florence Wood Pumps

Are unequalled for superiority of manufacture.

Stand hard usage better than any other on the market.

A high-grade line that any dealer can be proud to handle.



Melotte Cream Separators

The most durable and efficient Separators yet made. Farmers all over the country declare them to be unexcelled. It should interest every dealer in the West to enquire about these high-grade Cream Separators.

WRITE TO-DAY.



Melotte Cream Separator Co. Ltd.

W. ANTLIFF, Manager

Winnipeg,

Calgary.

Agents for Ideal Gasoline Engines.

The Man who Looks for "Something for Nothing"

or is satisfied with a cream separator, simply because it delivers cream from one spout and skim milk from another,

DOES NOT BUY A DE LAVAL SEPARATOR

He gets the "cheap" kind, and acquires experience, which is mostly profitable to the fellow who builds the cheap machine.

DE LAVAL SEPARATORS

are made for folks who demand the best. They possess all that is possible of efficiency, convenience, strength and symmetry, and are the product of factories having too much at stake to sacrifice an earned reputation for uniform excellence, to a desire for larger profits.

Get the De Laval, and be sure you are right; it's merit makes a dollar look like thirty cents.

THE DE LAVAL SEPARATOR CO.
WINNIPEG

MONTREAL

VANCOUVER

NEW YORK

PHILADELPHIA

CHICAGO

SAN FRANCISCO

PORTLAND

SEATTLE

Farm Implements in South Africa.

Every dealer in Western Canada is more or less interested in the progress of other countries as well as his own, and when that progress takes place along agricultural lines in such a country as South Africa the subject at once becomes important as well as interesting. Mr. Julius G. Lay, Consul-General for the United States at Cape Town, after having made an extended tour through Cape Colony, sent the following re-

port regarding the opportunities of further developing the sales of agricultural machinery and farm implements to his Government:

"There are many evidences throughout the district of efforts to develop the farm on more advanced lines, and more attention is given to the breeding of cattle, horses and sheep. I spent four days on a farm of 16,000 acres in the Caledon district, twelve miles from the railway, which, if money intelligently invested and hard work count for anything, promises to be one of the finest estates in

South Africa. The proprietor's object is to breed high-grade cattle, sheep and horses in large numbers and sell these animals in South Africa to improve the breed of stock. For feed he will depend largely upon alfalfa, grown with the aid of irrigation. Already a dam has been built on this estate, at a cost of about \$25,000, to water the alfalfa, of which 1,200 acres will be put in during 1907. This expenditure is justified by the present price of alfalfa here, of about \$25 a ton, with an annual yield per acre of about nine tons. This price will not be maintained, as many farmers in this country are unfortunately devoting all their energies and capital to what might be called a lazyman's crop, so the supply will in two years meet the demand, but for the present this fodder has no competitor for cattle, horses, sheep or ostriches and as a money maker it is better than a gold mine. I know of one instance of thirty acres of alfalfa in the Transvaal paying a man \$7,500 a year.

"The developing of this crop opens a field for agricultural machinery which is worth securing, and American implement manufacturers should make every effort to supply machines for the following purposes: Drilling machine for sowing alfalfa seed in drills, with rows 18 inches to 2 feet apart, cultivator, mower, a machine for separating or freeing the crown after crop is cut, when in two or three years the crop becomes hidebound. I understand that none of the machines at present on the market here are entirely satisfactory.

"While stopping at several farms it was noticed that most of

the reapers in use were of Canadian make, and that everything else being equal, the preference was naturally given to the British-made article; but American windmills are to be seen everywhere, and South Africa is a good market for windmills. It was noticed that about 50 per cent. of the barbed wire for fencing comes from America—England, Belgium and Germany supplying the other 50 per cent.; but the United States does not furnish any of the iron or steel fencing standards, which are shipped to this country to the value of about \$500,000 annually.

It was gratifying to learn from farmers whom I met that American agricultural implement firms are represented by intelligent, obliging agents, but the manufacturers must supply their agents with complete stocks of all machines and parts. No intelligent farmer will buy from catalogues.

Game Licenses Not Returned.

In accordance with sub-sections D and F of section 3 of "The Game Protection Act," every holder of a resident big game hunting license must return the same to the Department of Agriculture and Immigration duly sworn to before a Police Magistrate, Justice of the Peace, or Commissioner in B. R., immediately after the closing of the hunting season.

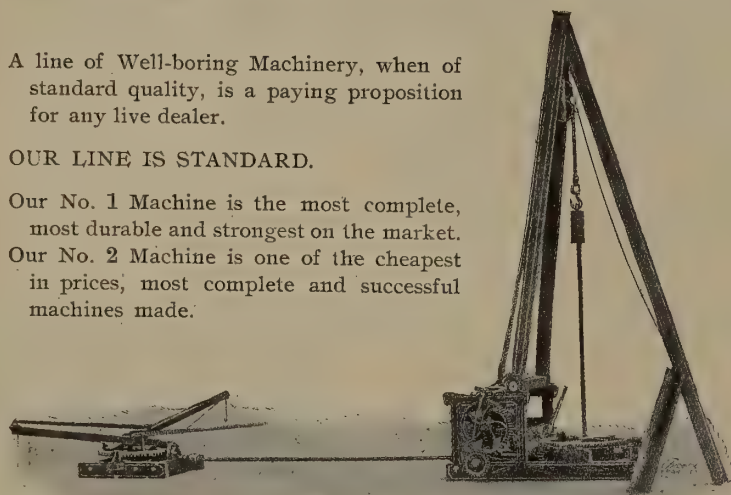
The Chief Game Guardian of Manitoba announces that a small percentage of the licenses issued for the open season of 1906 have not yet been returned. It is hoped that all those who have inadvertently overlooked this matter will attend to it at once.

WELL-BORING MACHINES

A line of Well-boring Machinery, when of standard quality, is a paying proposition for any live dealer.

OUR LINE IS STANDARD.

Our No. 1 Machine is the most complete, most durable and strongest on the market. Our No. 2 Machine is one of the cheapest in prices, most complete and successful machines made.

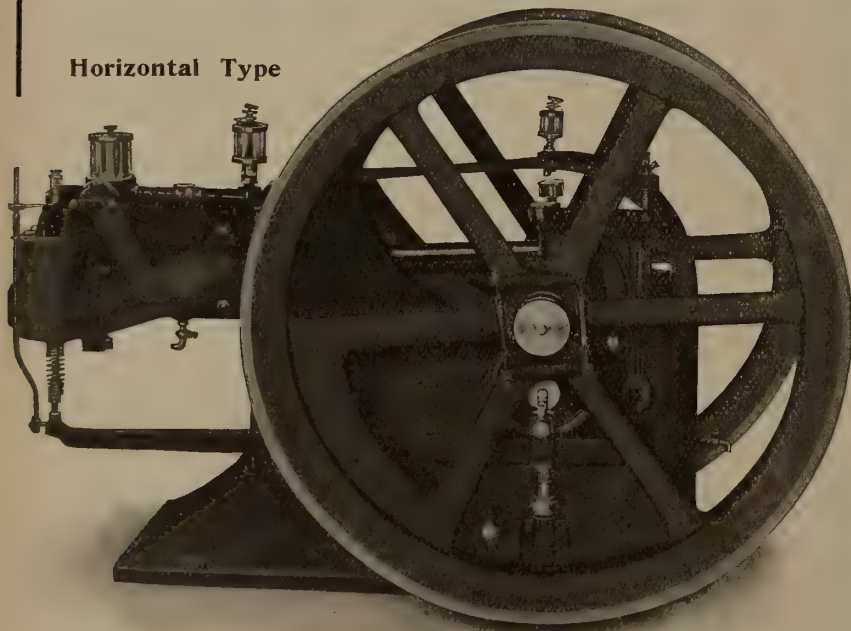


No. 1 Machine with Giant Power.

BRANDON GASOLINE ENGINES

Are the most profitable for the dealer to sell BECAUSE They are the most profitable for the farmer to buy

Horizontal Type



Ask us about our Well-Boring Machine and our Gasoline Engines.

We can convince you of their superior qualities in comparison with all others.

"THE BRANDON" Grain Separator and Cleaner is the acme of perfection in fanning mill construction.

WRITE US TO-DAY

The Brandon Machine Works Co., Ltd.
BRANDON, MAN.

NATIONAL CREAM SEPARATORS ARE TRADE GETTERS

When you sell a National, you know you are building up your reputation for handling the best lines, and the most reliable Separator made.

The National is unsurpassed for skimming, easily turned and easily cleaned.

Write for our catalogue or to have our traveller call on you.

Western Headquarters

RAYMOND M'FG. CO.

324-6 Smith St., Winnipeg

DISTRIBUTING POINTS

VANCOUVER

PRINCE ALBERT

CALGARY



Binder Twine



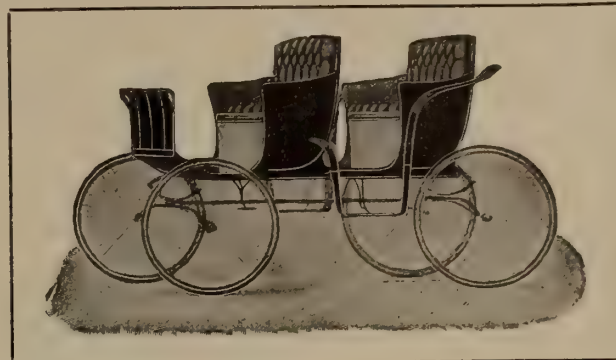
"Standard" Sisal	-	500 ft.
"Star"	"	"
"Tiger" Standard Manila	-	550 ft.
"Star"	"	"
"Red Cap" Manila	-	600 ft.
"Star"	"	"

Good twine, prompt deliveries, large stock for repeat orders, prices right, are our arguments.

Write to-day for samples and our proposition for live agents.

MERRICK, ANDERSON CO.
WINNIPEG

Maple Leaf Carriages



All the **details** are carefully looked after in Maple Leaf Carriages. Such little things as the steps (three prong); the **wrought iron fifth wheel** (not cheap malleable); the best quality of floor carpet, &c, are just evidence of this.

Of course, the big things are not neglected either. The carriages are **good** throughout, and will sell readily on your floor.

Write for catalogue.

Made by

The Dominion Carriage Co., Ltd.
TORONTO.

THE STEWART-NELSON CO., Ltd.
Sole Selling Agents, - WINNIPEG

MONITOR DRILLS

DOUBLE DISCS
SINGLE DISCS
SHOES AND HOES

DOUBLE DISCS

We have overcome all difficulty heretofore encountered with our Double Discs. We guarantee these Drills to work right, without clogging in any soil, under any condition that any drill made can work in, and in addition to this, they deposit **all** the seed at the bottom of a clean wide furrow in two rows, spreading the seed further apart than any other makes of Drills, and cover all seed uniformly.

SINGLE DISCS

Drop the seed in front of the axle with the **downward turn of the Discs**. The discs thereby aid to carry all the seed to the bottom of the furrow. Discs sowing behind the axle with the upward turn of the Discs, tend to carry the seed **out** of the furrow and drop a large portion on top of the ground.

DRAW BARS

Are flat and straight. There is no strain on the bars **up** or **down**, its all **side-ways**. We have the the strength where it's needed. No wobbling, no getting out of alignment, no breakage.



Our Catalogue No. 31 describes all machines in detail, ask

THE
Fairchild Co.
Limited

WINNIPEG REGINA CALGARY
OR

MONITOR DRILL CO.
MINNEAPOLIS, MINN.

Calgary.

The following are a number of the outside implement dealers who visited Calgary during the last month: Mr. O. W. Hembling, Didsbury; Mr. W. T. Watt, Nanton; Mr. A. Urquhart, Lacombe; Wilson Bros, Okotoks; Mr. D. C. Gourlay, Lacombe; Mr. D. Toomey, Camrose; Mr. A. Brand, Stavely; Mr. Geo. Skinner, Lacombe; Mr. E. E. Thompson, High River; Mr. J. McVay, Lacombe; Mr. W. F. Dean, Olds; Mr. M. McHardy, Okotoks; Mr. Peter Bruhn, Stavely, and Mr. T. C. Rubbra, Wetaskiwin.

Mr. George Becker was a visitor in Calgary on his way to Winnipeg recently.

Mr. E. M. McCammon, manager of the J. I. Case Co. here, spent some days in Winnipeg at a general conference of Case men held there early in the month.

Mr. W. Springbett, of Red Deer, came as far as Calgary to meet his wife on her return from the East where she spent some months.

Mr. J. P. Minhinnick, general

agent for the Frost & Wood Co., at this city, made an extended trip over the southern territory visiting Macleod, Lethbridge, Tabor, Medicine Hat and intervening points.

Mr. J. F. Sinclair and Mr. J. McNeil, who sold out their implement business in High River recently, spent some days in Calgary on their way to Vegreville where they intend to start in the same line.

Mr. A. N. Robertson, of the staff of the International Harvester Co., here, was married in Winnipeg on February 11th, to Miss Laura MacGibbon, daughter of Mr. P. R. MacGibbon, of Lachute, Que. He has since returned to Calgary and is getting down to work again. We extend heartiest congratulations and best wishes from his many friends in the implement business.

Mr. W. G. Hunt, manager of the Massey-Harris Co., of this city, who has been under the weather for a few days is able to be around again. A severe illness was threatened but through being given attention in time we are glad to say it was averted.

A special meeting of the Alberta Wholesale Implement & Carriage

Dealers' Association was held in the office of the International Harvester Co., on March 2nd, to consider necessary steps that should be taken in connection with the proposed Lien Law Legislation. Messrs. W. G. Hunt, J. A. Brookbank and J. A. Latimer were appointed a committee to visit Edmonton to wait on the Government. They were advised on arrival there that it would be impossible to have the bill completed this session, but were assured that it would be one of the first items taken up at the next session of the Legislature.

On March 9th the second annual meeting of the Association was held in the office of the International Harvester Co. with a good attendance. Satisfactory reports were received from the retiring president, Mr. H. W. White, and the treasurer read a statement showing a balance of over \$200 in the bank to the credit of the Association. The auditor's report was also received and adopted. The election of officers resulted in the following being elected for 1907: president, J. A. Brookbank, International Harvester Co.; 1st vice-president, H. W. White, Wes-

tern Automobile Co.; 2nd vice-president, E. M. McCammon, J. I. Case T. M. Co.; secretary, W. E. Hall, Frost & Wood Co.; treasurer, J. A. Latimer, Cockshutt Plow Co. The following were elected to the executive committee: S. H. Roe, Tudhope, Anderson Co.; H. W. White, Western Automobile Co.; W. G. Hunt, Massey-Harris Co.; J. P. Minhinnick, Frost & Wood Co.; E. M. McCammon, J. I. Case Co.; O. S. Chapin, Chapin Co. A committee was also appointed to make the necessary arrangements for the holding of the annual banquet at an early date. The membership of the Association is increasing very satisfactorily and it is confidently expected that within another month there will be at least twenty firms represented in the membership of this Association.

The McLaughlin Carriage Co., of Oshawa, Ont., and Winnipeg, Man., manufacturers of all kinds of high grade vehicles recently purchased property on the corner of Tenth Avenue and Second Street, east, and we understand it is their intention to erect a large four-storey warehouse on this site in order to take care of their increasing trade in this province.

Mr. I. C. Nelson, of the Stewart-Nelson Co., Winnipeg, was in the city for a day or so during the past month. En route he stopped at Brandon and Regina and a few other points. He regards the outlook as most satisfactory and his company are making every preparation possible to take care of a larger trade than ever before.

Rise early, be punctual, reliable, honest, economical, industrious and persevering, and, take my word for it, you will be lucky—more lucky than you have any idea of.



There are many beautiful lakes and rivers in Western Canada where it is possible to use Motor boats both for profit and pleasure, and now is the time to interest your customers in our product.

We build Launches from 18 to 32 feet long, and have Marine Engines from 1½ h. p. up, both in single and double cylinder sizes.

**THE COOPER GASOLINE
ENGINE CO. LIMITED**

313 DONALD ST.

WINNIPEG

The PETERS Double Cylinder FORCE PUMP

The Best Hand
Force
Pump
that
Money
Can
Buy

The most profitable to the dealer. The most satisfactory to the consumer. It's a pump that pleases everybody.

It has double the capacity of any other Pump because it has Two Cylinders. You save 50% labor and 50% wear on your pump.

There is no rod inside the pipe to obstruct the flow of water or cause friction.

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump

We want every Dealer to investigate.

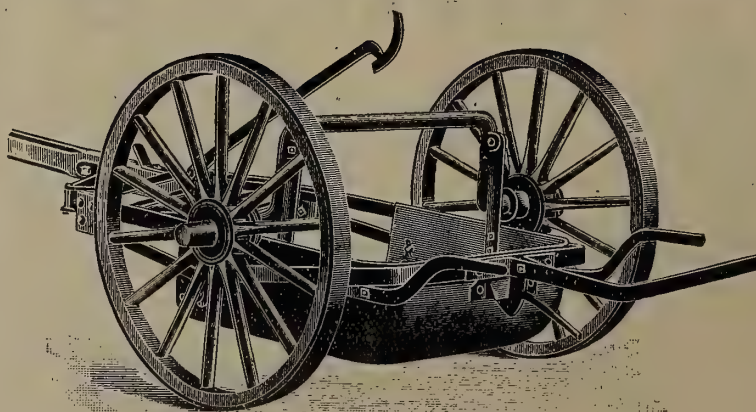
MANUFACTURED BY

PETER'S PUMP CO. KEWANEE, ILL.

W. JOHNSTON & CO., Limited

General Agents: WINNIPEG

SCRAPERS



WHEEL SCRAPERS

(Square or Pressed Bowls),

Drag Scrapers

(Solid Pressed Bowls).

Wheel Barrows

(All Kinds)

Contractors' & Road Plows

Dump Wagons

(Bottom or End Dump).

All Scrapers warranted to be of High Carbon Steel, full thickness, heavy bails and perfect working swivels on drags. Wheel Scrapers have latest attachments and are easy on men and horses.

Write for Catalogue and Prices.

THE STEWART-NELSON CO. Ltd.

WINNIPEG

Brandon.

Just at the present writing there is very little doing in the implement trade. Everyone is hopeful, however, of excellent business as soon as spring opens up.

A canvas of local dealers demonstrates that so far few orders for drills and gang plows have been closed, and it is said that there are a goodly number of prospective buyers who will not place their wants until after they have attended the many sales of farm implements being held around the country.

The Brandon Machine Works Co. have moved into their new and spacious offices. In connection with the manufacturing of well drilling machinery this concern reports splendid progress. They are confident that 1907 sales of gasoline engines, grinders, fanning mills and well machines will greatly exceed that of last year.

Mr. Wm. Atwell, manager of the Manson Campbell Co., at this point, reports a splendid demand for their oats and wheat separators and is looking forward to a big business in incubators, truck scales, and kitchen cabinets during the coming season.

The Ever Ready Fire Extinguisher Co., of this city, have just completed arrangements for the establishment of a branch at Calgary, Alta. They state that general business and prospects are very satisfactory.

Collections are very much behind. Up to this time only about fifty per cent. of the outstanding credit has been redeemed. In view of the fact that there is yet a great deal of grain to be got out dealers are confident that a considerable portion of the debt will be wiped out after seeding time.

We are pleased to see Mr. John Inglis on the street again. He was in the hospital for a week or so during the month owing to having severely injured his shoulder.

Mr. D. A. Hopper, president of the Brandon Machine Works Co., recently returned to the city from a visit to points in Eastern Canada.

Dealers are already complaining of delay in getting in spring shipments from the East and South.

Wagon Materials Still Soaring.

On March 13th and 14th the National Wagon Manufacturers

Association held a meeting in Chicago. We reproduce a report of same forwarded us by Mr. E. W. McCullough the secretary of the Association. He says:

The conditions surrounding material supply was the principal cause of calling the manufacturers together at this time. Not only have very large advances occurred in prices of most lines, especially wood stock, but owing to excessive rains and high water in the most extensive timber districts, supplies are most difficult to obtain, and were it not that the wagon manufacturer carries such a large stock years in advance of his needs, the situation as to wagon supply would be even more serious than it is.

Now an advance in the selling prices of the manufactured product under such conditions is inevitable. Buyers need only to examine into these conditions to satisfy themselves that the advances made by the manufacturers have been exceedingly moderate and that the future will see further advances if a fairly profitable business is maintained.

There never was a time when this particular line required closer and more careful attention at the hands of the manufacturer. It is tiresome to hear the repeated suggestions of advance, but to those familiar with the hardwood material situation, they rather express wonder that more and larger advances have not already been made.

Certainly the farm wagon industry does not seem to be an inviting field for new investments, notwithstanding these advances in selling prices, and it is with regret that the retirement is noted of several concerns within the last two years that at one time were well established in the trade.

The outlook as far as demand is concerned is not at all discouraging, but it is more than likely that some rather radical adjustments in selling prices will have to be made because of the situation regarding wood materials. The suggestion of a manufacturer who made the remark some months ago that within a year or two farm wagons would be selling to the consumer at \$100.00 in the West is now considered more than likely of fulfillment than was thought at that time.

This announcement is not made to alarm the trade, but simply that changes that must necessarily come may be prepared for.

For the Year 1907 a Special Business Proposition
is attached to the Agency for the

MOLINE WAGONS

Dealers handling the **MOLINE WAGON** can make a better showing because the factory stands practically all of the selling expense of the wagon.

It is all done by our comprehensive and far reaching advertising system which forces the attention of almost every farmer in Western Canada to the **MOLINE WAGON** in a way that he is convinced of its superiority over other makes.

An enormous demand for the **MOLINE WAGON** is thus created which enables us to turn a lucrative business right over to the dealer without any cost to him.

We pay the entire expense of getting the business; nothing to do for the dealer but to take the clear profits.

We are reimbursed for this additional outlay by the enormous increase in our business that was bound to follow such an unusual business method; the best business proposition offered an agent in many a day.

Write us for particulars. We of course are under contract for a great deal of territory, but it won't cost you anything for the inquiry to find out how we are situated in your respective location, and it may be possible you can take advantage of the benefits offered by the Moline Wagon Agency.

**More Moline Wagons sold in Canada
than all other American Wagons
combined.**

MOLINE WAGON COMPANY,

MANUFACTURERS,

Des Moines, Ia.

Moline, Ill.

Milwaukee, Wis.

GENERAL AGENTS

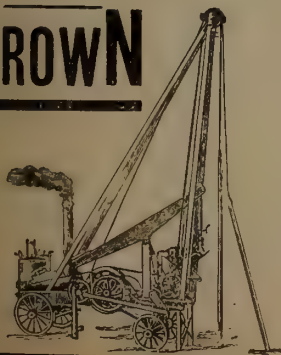
THE FAIRCHILD CO., Ltd.

WINNIPEG

REGINA

CALGARY

CROWN

**WELL DRILLING**

You can get results if you have the right machine. Any size hole, any depth—anywhere. Simple. Built right. Works right. Needs no repairs. Buy a "CROWN" and be satisfied. Not the cheapest, but the best on the market. All kinds of Drilling and Fishing Tools. We send you the right catalogue if you will tell us your needs.

Crown Drilling Machine Co.
AKRON - OHIO

A. R. Williams Machinery Co.
LIMITED

Toronto Winnipeg Vancouver

WILLIAMS & WILSON, Montreal.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.

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WINNIPEG, MAN., CANADA.
Phone 518.

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F. D. BLAKELY - President and Manager.
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A. S. CORE - Representative.

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WINNIPEG, MAN., MARCH, 1907

Indication of Higher Prices.

From the tone of several of the leading trade papers of the United States, and from what we have gathered in conversation with several of our jobber friends, it is apparent that before another season rolls around there will be a considerable advance in all classes of farm implements, machinery and vehicles.

It is impossible for manufacturers to make goods as cheaply as formerly owing to the continual increases in all kinds of raw material, and nothing will stop a general advance to the consumer unless there are immediate reductions in such, which, from a close scrutiny, does not appear to be within the realm of possibility.

During the past three years most of the materials entering into implement construction have been advancing in price. The prices that prevailed for 1906 were considerably higher than those of 1905, which were higher than those of the preceding season, while the current year opened with prices in most cases above, in none lower, than those in effect during 1906.

Despite these advances there has been no material increase by manufacturers or jobbers, except in

some instances such as that of wagons last fall. Individual makers have at different times been compelled to readjust their values, but the average of prices is but a fraction higher than those in force three years ago.

Manufacturers have absorbed the advance in a great majority of cases, when they had to make increases, the jobbers have taken a hand in the same absorption process, and the same with the retail dealer. The result has been that consumers have been able to secure goods on practically the same terms and at the same prices as were in vogue three years back.

With iron and steel advancing and all kinds of wood goods going up in price it is impossible to continue the absorption on the part of the manufacturers, jobbers and dealers, and this means that it will fall on the consumer. The choice to-day lies between higher prices and idle factories. The present margins are too narrow and must be widened.

Toronto to Smith's Falls, Ont., a 100 lb. shipment can be sent for \$1.00, the distance being 209 miles; while from Winnipeg to Deloraine, Man., 202 miles away, shippers are compelled to pay \$2.00 per 100 lbs. Like conditions prevail throughout the entire schedules for similar mileage, and there is no good reason why it should be so.

It is true that a few years ago, before the great increase in settlement took place in this country, the express companies were entitled to higher rates in this country than those that prevailed in the more thickly populated districts of Eastern Canada. It is not right that the same state should exist to-day. It has been our privilege to see many express cars being loaded and shipped and at all seasons, on all lines, they are forwarded usually filled to the roof with all manner and kinds of shipments; and the absurd part of it is that castings, etc., pay the same rate as crockery, millinery, or a thousand-and-one other equally destructible

panies in Eastern Canada. There the rates are practically uniform. To illustrate:—a 100 lb. parcel can be sent from Toronto to Hamilton, Ont., a distance of 38 miles by Canadian Express Co., for 40 cents; while a like weight may be shipped from Toronto to Myrtle, Ont., 36 miles distant, by Dominion Express Co., for 50 cents. A package weighing same as mentioned above can be sent from Toronto to Brockville, Ont., a distance of 208 miles by Canadian Express Co., for \$1.00, while the same weight can be sent by Dominion Express Co. from Toronto to Smith's Falls, Ont., 209 miles, for the same money. If the rates are anything like uniform in the East, and they are, why should the Canadian Northern Express Co. charge a higher tariff in Western Canada than the Dominion Express Co.?

There is no earthly reason why the express companies should not change their classifications, instead of having only two as at present. There should be a special schedule for indestructible articles, such as castings, etc. Why should such be assessed the same tariff as crockery or millinery? The rates in the West should be reduced to those prevalent in the East, and we can not see why uniformity should not exist between the different companies as to rates in Western Canada in view of the fact that there is practically no difference between them in Ontario.

PLOW PRICES ADVANCE

The Winnipeg jobbing houses have received notice from American plow manufacturers of an advance in price on all plows and parts thereof. This advance covers a range from five per cent, to seven and a half per cent, and will go into effect immediately. The advance is due to the increase in factory costs owing to the soaring prices of all kinds of raw material. A further advance is looked for by local jobbers at almost any time.

Comparison of Express Rates.

Since our last issue we have heard considerable comment regarding our editorial in reference to a reduction of express rates in connection with implement parts, such as castings, etc. After having made careful enquiry from several members of the Winnipeg Wholesale Implement Association, who have taken this matter up, we were placed in possession of considerable information regarding express rates in Eastern Canada in comparison with those prevalent in the West. The rates are those charged by the Dominion Express Co. Taking Toronto as the central point for the East and Winnipeg for the West we find that a 100 lb. shipment can be made from Toronto to Sharbot Lake, Ont., a distance of 172 miles for \$1.00, while a like shipment from Winnipeg to Virden, Man., a distance of 180 miles pays \$1.75. From

articles we might mention.

Again, we wish to call the attention of the trade to the great difference in rates in this territory between those of the Dominion Express Co. and the Canadian Northern Express Co. By the Dominion Co. a 100 lb. shipment from Winnipeg to Altona, Man., a distance of 62 miles, can be sent for 75 cents, while a like shipment on the Canadian Northern Express Co., to Walldon, Man., 61 miles from Winnipeg, is assessed \$1.00. From Winnipeg to Glenella, Man., 120 miles distant, a 100 lb. package costs \$1.50 when sent by the Canadian Northern Express Co., while a similar package can be sent by the Dominion Express Co., from Winnipeg to Treeshank, Man., 120 miles away, for \$1.25. Is there any real good reason for this discrepancy between the rates of the two companies? If there is, what is it? The same conditions do not exist between these com-

Handsome Profit in Every Sale.

Can you sell an automobile? About his time last year we confronted you with the foregoing question and now we hurl it at you again with concentrated force and increased velocity. There is a handsome profit to be made selling automobiles, and the dealer who disposes of even one machine will have something for his trouble and considerable for his bank account. The other day we met a prominent automobile man who made the statement that he believed implement dealers did not realize the splendid opportunities offered them in the selling of automobiles as a side line. Now what he said may or may not be true but we know that there is no man in any country town better equipped for doing this kind of business than the retail implement dealer. There is every indication of a splendid demand during the coming summer. Last year Winnipeg jobbers disposed of many machines at different country points. If a dealer took the agency for an auto he could greatly stimulate the interest in his own particular neighborhood and the sale of a car or two would mean an excellent profit for him. Automobile jobbers are anxious to induce implement dealers to take the matter up. It is worth considering and considering seriously.

Personals.



W. D. Bentley.

After several months partial retirement from this field, owing to their business having undergone complete reorganization, the David Bradley Manufacturing Co., of Bradley, Ill., are back into the game again. They recently appointed Mr. W. D. Bentley, of this city, an excellent likeness of whom appears herewith, as their representative for Manitoba and Saskatchewan, at the same time continuing their arrangements with Mr. George Manuel, of Edmonton, as their representative for the province of Alberta. Mr. Bentley, as his picture shows, is a comparatively young man, though his looks belie what his years really are. He has had a wide experience in business life in Western Canada and has an extensive acquaintance with dealers and farmers throughout Manitoba and other portions of the country. Like the company he is now connected with he realizes the potentialities of this territory in the sale of agricultural implements and he proposed to make a strong stab for a share of this increasing business. Mr. Bentley goes to his new work with energy, vigor and enthusiasm, which, in themselves foretell success. His western headquarters will be in the McRae Building, corner King and James Sts., this city. With his many friends of this city and country we join in wishing Mr. Bentley every good thing that can come to a hustler.

Mr. C. R. Parres is a new dealer at Maymont, Sask.

The Sawyer-Massey Co., Hamilton, Ont., will erect a warehouse at a cost of about \$15,000.

D. J. Kippan, Russell, Man., has succeeded to the implement business of McKenzie & Kippan.

Mr. C. M. Vanderburg has just started an implement and vehicle business at Balcarres, Sask.

Mr. Fred W. Haire is opening up an implement business at Pincer Creek, Alta.

Millidge & Hicks recently opened up in the farm machinery business at Balgonie, Sask.

Hammill & McRae at Carlyle, Sask., recently succeeded to the business of Robertson & Hammill.

Mr. J. B. McGarrey has just started in the implement and vehicle trade at Chamberlain, Sask.

J. H. Baker opened up in the machine business at McCreary, Man., recently.

Mr. J. W. Williams, dealer at Austin, Man., has been succeeded by Mr. Thos. Williams.

Last month marked the addition of Mr. C. W. Ferry to the implement fraternity of Dundurn, Sask.

W. A. Wolsey, implement dealer at Estevan, Sask., has been succeeded by a firm known as E. L. Campbell & Sons.

Our old friend, Mr. J. L. McDougall, of Virden, Man., recently sold out his implement business to a Mr. J. A. Relord.

Mr. A. H. Birch recently took over the implement warehouse of Mr. W. F. Matthews at Craik, Sask.

Black & Pritchard is the name of a concern that took over the business of the Alberta Implement Co., at High River, Alta., a short time ago.

A gentleman by the name of Mr. H. C. Hamilton recently succeeded to the implement business of Copae-Arnold Co., at Austin, Man.

Mr. J. D. Proctor, implement dealer at Elm Creek, Man., admitted a partner a short time ago in the person of Mr. R. J. Wilson.

Castleman & Churchill is the name of a new implement firm that opened up in the business at Medora, Man., during the past month or so.

The implement firm of Nicholson & Manson, at Battleford, Sask., have dissolved partnership. Mr. J. G. Nicholson continues.

Mr. John Adams of the Cockshutt Plow Co. is making a ten days' trip over the Souris branch.

The Cockshutt Plow Co. are putting in a complete spraying system for fire protection in their building here.

Mr. W. T. Beirnes who has been engaged in the harness business at Birtle, Man., recently sold out to a Mr. W. Ryder.

A concern known as Harkin & Doods recently took over the implement business of Hurlburt & Harkin at Fillmore, Sask.

The Western Implement Co., of Lacombe, Alta., a short time ago passed into the hands of a concern known as Dunn & McVeigh.

Hawkins & Harris number among the latest addition to the implement houses of the West having just started at Raymond, Alta.

Mr. J. E. Ruby, manager of the Frost & Wood Co., of this city recently visited Regina, Sask., in connection with his firm's interests.

Mr. P. L. Grasse, an old timer in the implement and vehicle business at Innisfail, Alta., was recently succeeded by a concern known as Gunston & Wilson.

Mr. A. A. Ross, who has been travelling for the Paris Plow Co. of this city, recently resigned to go into the real estate business in Winnipeg.

Dissolution of partnership took place in the implement firm of Archer & Simpson at Innisfail, Alta. Mr. John A. Simpson will continue to carry it on.

B. Clark & Son, of Borden, Sask., who handle implements, vehicles, etc., recently turned their business over to a firm known as Smith & McQuarrie.

The Gibson Manufacturing Company, Limited, Guelph, who have just been incorporated with a capital of \$50,000 will manufacture gasoline engines.

Mr. J. Steele, of the implement firm of Steele Bros., LaVallee, Ont., was in the city calling on members of the jobbing trade for several days during the past month.

Mr. A. E. Duff, formerly connected with the Grand Trunk Railway Co., in Montreal, Que., has been appointed as representative for Western Canada with headquarters at 514 Ashdown Building, this city.

Mr. W. G. Thompson, who has been engaged in the implement business at Devlin, Ont., for some time recently sold out to Mr. Robert Strachan. Mr. Thompson,

with his family, has moved to Vancouver, B. C., where he will reside in future.

Mr. W. T. Wiand, implement dealer at Virden, Man., was in the city last week starting up his stock for spring trade. He reports the prospects for the coming season's trade good.

Mr. E. Jamieson, formerly an implement-dealer at Hanley, Sask., but who sold out previous to going east last fall, was in the city during west. He informed us that it was the past month on his way back his intention to go into the implement business at some other point in the West.

Mr. J. Fleury, president and manager of J. Fleury's Sons, Aurora, Ont., was in Winnipeg for several days during the past month, visiting his representatives, the Fairchild Co. Mr. Fleury is confident that 1907 will prove another banner year for the people of Western Canada, and consequently increased business for dealer, jobber and manufacturer.

Mr. J. C. Bevan, traveller for the Stickney Gasoline Engine Co., of Minneapolis, Minn., was in town recently visiting the Ontario Wind Engine & Pump Co., who handle the Stickney engine for Western Canada. He reported their factory working night and day to keep up with orders, with every indication of continuing along the same line for some time in the future.

Mr. John Norris, well-known to the trade through his connection with the old Norris Implement Co., of this city, recently purchased an interest in the business of John Inglis, formerly Smith & Inglis, of Brandon, Man., and will look after the thresher interests of this concern from that point. Mr. Norris has had years of experience with threshing machinery, both in the factory and on the road, and we wish him every success in his new position.

Mr. M. J. Beatty, manager of the sales department of Beatty Bros., of Fergus, Ont., was in the city for some days recently in connection with the sale of their products in this territory. While here Mr. Beatty put in considerable of his time negotiating with the Marshall-Wells Co., who handle his goods for the West. He is very optimistic re the future and is confident that a big business will result from this season's operations.

Mr. W. P. Wells, manager for the International Harvester Co., at Regina, Sask., was in town on a hurry-up trip during the last week

or so. He was most optimistic regarding the prospects for the future. He fears some congestion of traffic owing to the position of the railroads but does not think that it will seriously affect conditions. Speaking of last season's trade he stated that it was most satisfactory but that collections were slow. However, like all the rest of us, the genial W. P. is confident that even that condition will be righted almost immediately.

Mr. E. S. Cooper, who for the past two years has managed the business of the Cooper Gasoline Engine Co., recently severed his connection with that firm, his interest being bought out by the other members of the concern, and returned to his former home in Toronto, Ont., taking his family with him. Just what line he will engage in for the future we do not

know, but it was understood that he was considering propositions from several gasoline engine manufacturers in the East. The business of the Cooper Gasoline Engine Co. has been placed under the management of Mr. J. E. Shutt, who has been connected with the firm since its inception. Though a young man, Mr. Shutt has spent many years engaged in gasoline engine construction. He is a thorough expert in setting-up and repairing engines, a good salesman, if all accounts be true and we guess they are, and a genial, wholesouled fellow. We know the latter to be a fact and take pleasure in wishing him every success in his role as manager.

Mr. H. Freeman, secretary-treasurer of the Jackson Wagon Co., of St. George, Ont., was in Winnipeg recently attending to

many matters in connection with his firm's interests. While here he made a change of connection whereby the Jackson wagon will be handled in Western Canada by Joseph Maw & Co., of this city. It was Mr. Freeman's first visit to the Gateway of the West and he expressed himself as greatly surprised at the size and substantial appearance of the city; particularly in connection with the many fine wholesale buildings. He was extremely pleased with trade conditions and expects that 1907 will give an even greater volume of business than last year. Speaking of the changes and improvements the company are making in their factory Mr. Freeman stated that when these are completed their output capacity would be doubled. At the present time everything manufactured by the Jackson

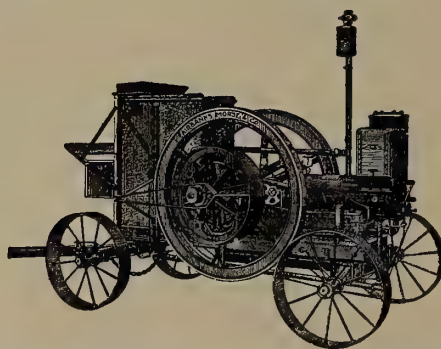
Wagon Co. has to be hauled by teams from the factory to the Grand Trunk Railway station a mile distant. However, an electric line is now almost completed connecting St. George with Brantford, Paris and Galt. As this line transfers freight cars it will give the company excellent shipping facilities to both the Canadian Pacific and Grand Trunk lines, giving competitive rates with Galt, so that the heavy expense of wagon haulage will be practically eliminated, a very considerable item in a big manufacturing business. He returned home quite satisfied with the result of his visit and after having spent a very enjoyable time with many old friends who are now residents of Winnipeg.

A woman without jealousy is like a ball without elasticity, says the Japanese.

FAIRBANKS-MORSE PORTABLE GASOLINE ENGINES



Our Agents know why they are the best to handle.



If you are not already selling them, write to

THE CANADIAN FAIRBANKS COMPANY, LIMITED

92-94 Arthur St.

WINNIPEG

93-95 King St.

GET

the KENTUCKY agency and you will see that it pays to sell a machine that YOU can guarantee.

Kentucky Drills are peculiarly adapted to the needs of the North-West farmer.

ALL STYLES.
ALL SIZES.

Send for Catalogues.

The American
Seeding-Machine Co.
Incorporated,
WINNIPEG, Man.

KENTUCKY

Single Disc, Double Disc, Shoe.

"Good as
Wheat in the
Mill."

Grain Drills

Interchangeable.



The Land of Promise.

Of late there has been a growing feeling in the Maritime Provinces that the West is robbing the East of her best young men. Not so very many years ago it was the United States that proved the tempter and secured many of the best blood of the provinces by the ocean, and it is needless to say that this condition was the cause of much dissatisfaction and discontent. Now it is Canada West that offers the greatest inducements. The tide has turned and the young men from New Brunswick, Nova Scotia and Prince Edward Island are heeding Horace Greeley's advice, and instead of trooping across the border to the South are wending their way into this great prairie land.

It is "the Lure of the West" that is being heard and appreciated. Not only from the Maritime Provinces but from all parts of the universe the call is being answered and people from almost every nation are flocking into this great Land of Promise. The reason is not far to seek. Opportunities undreamed of in older countries are here, and though those wonderful lines of Ingalls' state that Opportunity knocks but once at every gate, evidences to the contrary can be produced showing that she is more liberal here.

The possibilities are greater, salaries are better, and the life of the West is of a more virile, lusty

sort. Optimism predominates and the pessimist is nowhere in favor. A more democratic spirit prevails and every man is as good as his neighbor. Ability counts and the individual with the greatest amount of it, combined with common sense and sound judgment, wins out. The last five years have been years of prosperity and plenty and the outlook for the future is of the most brilliant nature. These are the reasons that attract the young men to this country and these are the reasons that will some day place the balance of power in connection with our national policy, our commercial activities and our educational life on this side of the great Lakes. The ambitions of the West are high but some day they will be attained.

To Our Readers.

To every up-to-date, go-ahead trade paper there are two separate and distinct divisions—the reading and the advertising. From the standpoint of the reader both are, or should be, of equal importance, and though of entirely different natures both are replete with valuable knowledge for the retail dealer. In addition to giving the text careful consideration it is equally wise to devote study and thought to the advertising matter, because, in our own particular field, the advertising section is an information

bureau for every member of the retail trade in farm implements and vehicles. Through this section the different manufacturers and jobbers are constantly bringing out new points and new arguments for their special line of goods and here is where the dealer can pick pointers at every turn. Another phase that it is not wise to overlook is the fact that when an advertisement is found that does not contain sufficient information regarding the goods advertised let no dealer, whether he handles that particular line or not, hesitate about writing the advertiser for fuller and more complete details. They advertise to attract your notice and desire to have you make enquiry regarding their product. Write at once, not forgetting to mention the fact that you saw their advertisement in our paper, and leave the rest to His Majesty's Government and the concern advertising. Don't hesitate. Act immediately.

The Tariff on Well Machinery.

A subscriber writes to know if well drilling machinery has been removed from the free list. Considerable discussion has arisen in regard to this and in order to make it as clear as possible to every member of the trade we quote the resolution of November 29th. last in connection with same, as well as the subsequent revision of February 11th. The clause covering this matter in the tariff of November 29th read as follows: "Item No. 469. Well drilling machinery and apparatus for boring and drilling for water. Free in all tariffs." Under date of February 11th, the Government revised this to read: "Item No. 469. Well drilling machinery and apparatus of a class or kind not made in Canada, for drilling for water, natural gas or oil, and for prospecting for minerals, not to include motive power. Free in all tariffs." This latter revision entirely nullifies the former. Only such well drilling

THE CHICAGO AERMOTOR

was the first Steel Windmill and is still the best. Erected on the new Trussed Tripod Tower it is a "POWER FOR GOOD." Get our 1907 prices and booklets.

THE AUSTIN WELL DRILLS

will work faster, last longer, make better wells and more money than any other. Write for 1907 Catalogue and prices. Mention probable soil formation and depth to water.

The WELL MACHINE & WINDMILL CO., LTD.

142 Princess St.

Western Representatives

P.O. BOX 309, WINNIPEG.

By this Mark all men may know the best
Plows, Cultivators and Harrows
on Earth

JOHN DEERE

MOLINE, ILL.

Have been the Standard of the World
for over 65 Years

They Get the Business

JOHN DEERE



General Agents: **THE FAIRCHILD CO., LTD.**

Winnipeg

Regina

Calgary

machinery as is operated on the hydraulic system in which the chisel shaped bit is not used, is that which is of a class or kind not made in Canada as provided in the item. Motive power, which is held to be the boiler, is not entitled to exemption from duty.

A Valuable Little Work.

"Questions and Answers from the Gas Engine," is the title of a book recently issued by the Gas Engine Publishing Co., of Cincinnati, Ohio, which appeared in the columns of their publication The Gas Engine and consists of the more interesting and valuable inquiries which have appeared in that

paper during the past few years. The questions relate to the design, construction, operation and repair of gas and gasoline engines for stationary, marine and automobile use, and have been asked by many of the most progressive users of these engines in the country. All answers were made by some of the best recognized authorities on the various subjects in America and Europe. Believing that these inquiries and answers have a permanent value they have been incorporated into this volume. It is a neat, handy size, contains 275 pages and the retail price is \$1.50. Dealers who desire to secure copies should make application direct to the publishers at Cincinnati, Ohio.

A Repository for Expert Advice.

"Henley's 20th Century Receipt Book," a work crammed from cover to cover with receipts, formulas and processes, reached our desk a short time ago. After going over it carefully we believe that this book meets a need among people generally. It is compiled for the express purpose of thoroughly, accurately and simply describing the processes that underlie the manufacture of countless articles in common use, and of giving selected receipts and formulas for producing compounds that everyone must need at some time. There is hardly a substance employed in any of the arts or manufactures the preparation of which is not fully explained. It is published by the Norman W. Henley Publishing Co., and is sold at \$3.00 and \$4.00; the former being for a cloth bound copy and the latter for a volume bound in three-quarters French Morocco. The dealer who desires to secure a copy may do so by forwarding his order to us or sending it direct to the publishers in New York, N. Y. If you prefer to follow the latter course mention our paper in sending your order.

An Open Shop.

The labor unions of Chicago have purchased a cemetery, where only members of the union may be buried.—News Item.

All his life in a union shop
He'd daily earned his bread;
They buried him in a union grave,
When the union man was dead.

He had a union doctor,
And he had a union nurse,
He had a union coffin,
And he had a union hearse.

They put him in a union grave
When he was good and dead;
They put a union monument
Just above his head.

And then he went to Heaven,
But to stay he didn't care:
He kicked because he said that some
Non-union men were there.

He went down to the Other Place,
And there produced his card;
Then Satan drew an earnest face,
And studied good and hard.

And then he laughed, his hands did rub
Till he thought he'd never stop;
"Lord bless your soul," said Beelzebub,
"Why this is an open shop!"

Be cheerful, amiable and obliging. Do not show anxiety to be paid for any good turn you may have the chance of doing to others.



IT PAYS TO HANDLE CATER'S PUMPS STAR WINDMILLS GASOLINE ENGINES

They are the best. Farmers want them.
Send in your orders now for Spring trade.

BRANDON PUMP & WINDMILL WORKS
Box 410 BRANDON, MAN.

J. I. CASE

"The Plow a Man can Pull."

**SELF-LEVELING
HIGH
FOOT-LIFT
SULKY PLOWS
HAVE**

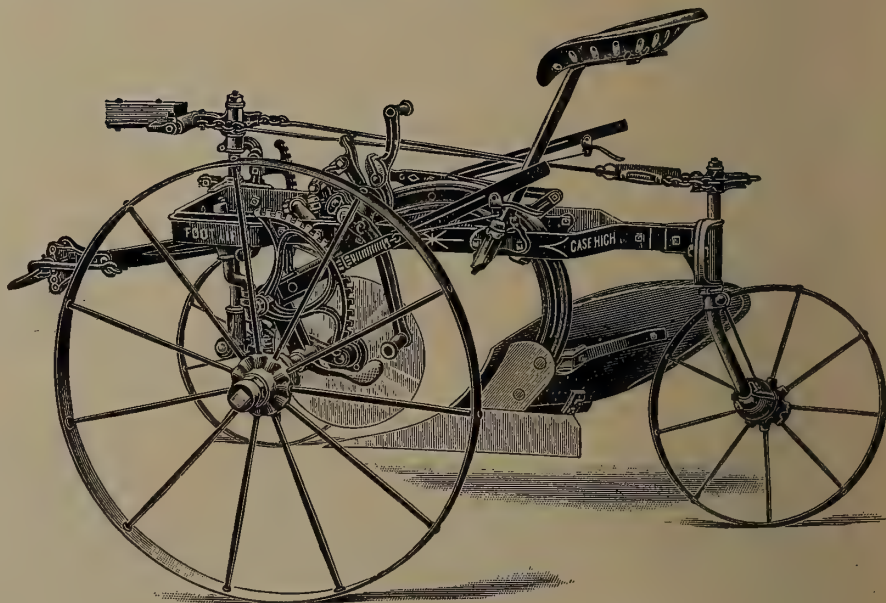
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**DISTINCTIVE
POINTS
OF
ADVANTAGE**

They are the **lightest draft** sulky plows that ever turned a furrow. It requires less power to draw them than a walking plow.

One movement of the foot sends the bottom from plowing position to six inches above the ground, and at the same time levels the frame.

But the most important point of all—the greatest improvement known to the art—is the adjustment for **raising or lowering the heel**. It does away with all friction on under side of landside and share, except at the point, which is one reason why the J. I. CASE is so light draft. Also, it permits setting the plow so it will enter and plow the hardest ground, while other plows are idle, waiting for rain to mellow the soil.



A Postal Card request to have our salesman call, and for a copy of our 1907 Catalogue, will be given immediate attention.

J. I. Case Plow Works : Racine, Wis., U.S.A.

The Balfour Implement Co. Ltd., Winnipeg, Man.

Some Pointers for Beginners.

Again this year there are many new dealers going into business at different points throughout the Great West. In a large proportion of cases these beginners are men of long experience in the trade. In not a few instances, however, the opposite is the case. To the latter in particular we address this article though its value to the dealer of riper experience in the trade will not be a minus quantity.

Every man going into business has his own special ideas of how to conduct that business. Few proceed along the same lines and yet every business has its fundamental principles from the one source,—that is, the desire to sell goods at a profit with satisfaction to the buyer. Building on this foundation every man has a chance to make a success of whatever line he engages in, providing he is a careful buyer, a good salesman and a first-rate collector.

Now to the man just commencing business we want to say: "Don't regard your competitor as your enemy." In business life, especially where men are engaged in similar callings of a competitive nature, there is always liable to be a feeling in the mind of the latest comer that the business established first will be sore at his coming in. There is more than a grain of truth

in this. Nevertheless the beginner should not let it worry him and should strive to work amicably and peaceably with the older members of the trade.

The new comer is often faced by strenuous conditions at the start and one of his greatest temptations is to commence cutting prices. Of all evils this is one of the greatest in connection with the business of the retail merchant. It should not be countenanced by any new dealer for a moment, and it can easily be eliminated by a better understanding among competitors.

Credits are also a source of worry and it is well for the beginner to have a definite understanding with his customers and his brother dealers in regard to this. Short credits make long friends and it is always desirable to have your agreements as short as possible. Always work with a view to getting down to a cash basis. Such a state in the implement trade may not come before the Millennium, perhaps not then, but it is the state after which the man just commencing should strive. It's the ideal, and our ideals should always be high.

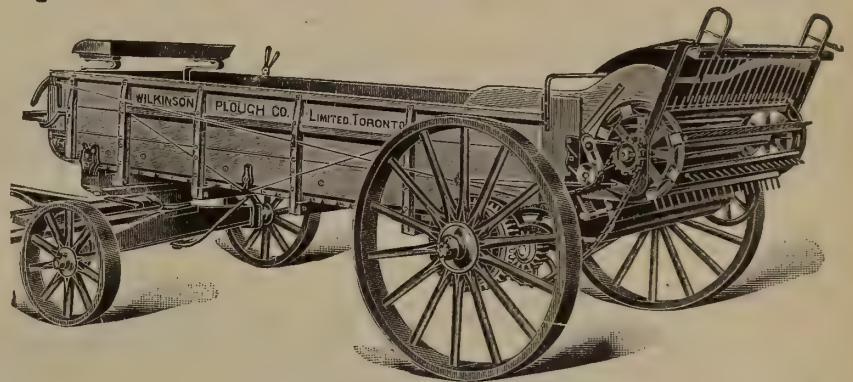
Another feature is the protection one dealer can lend another and it should be the aim of the latest additions to the ranks of the implement fraternity to develop and foster this as much as possible. If the dealers of a district have some protection policy among themselves they are not so readily made the victims of dead-beats or impoverished customers. By the latter

we do not refer to the farmer who has had a streak of misfortune and is unable to meet his payments at the appointed time, but particularly and only to those who make a practice of playing one dealer against another, those who create a spirit of bad feeling among competitors, those who, when they buy the goods, have no intention to pay, and those who, while their intentions are or may be all right, are poor, extravagant and wasteful farmers. From these classes every dealer can consistently demand protection and every man in the trade should endeavor to secure it, both in his own interests and those of the other fellow.

Now, while we admit the right of the dealer to demand and get protection from his competitor, we

must confess that his competitor must and should be granted the same by him. The man longest in the business realizes the snares and pitfalls that lie along the path of the implement man's life. He is aware how prone the beginner is to take old machines in trade in order to get a start and build up a connection. The accepting of old drills, old rakes, old mowers, old binders, or any other old implement as part payment is one of the worst features of the business. Those commencing are, as a rule, more prone to it than the man with an established business. There is or should not be any reason for it. It is only another form of price cutting and all actions of this class serve to drag the standing of the business, and of the dealer who

The Great Western Endless Apron Manure Spreader



WRITE US

We will send you our new book,

"PRACTICAL EXPERIENCE WITH BARN-YARD MANURES,"

and prove to you beyond doubt, that the user saves the price of a Manure Spreader in one Season.

We can also prove to you that the **GREAT WESTERN** with **Endless Apron, Wheels that Track, Non-Bunchable Rake, Strong and Simple Gearing**, etc., etc., is the **Spreader** you should have.

The Wilkinson Plough Co., Ltd.

TORONTO, CANADA.

STEWART, NELSON Co., Ltd., WINNIPEG.

Western Representatives

LLOYD'S Handy Low Down Suspension Spring Wagon Seat.



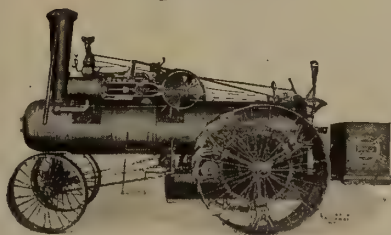
The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

WATERLOO THRESHERS AND ENGINES



Superior quality Engines 16 to 25 h. p. Heavy Gear Plowing Engines. Separators "Champion" and "Manitoba Champion"—Sizes 33-42 to 40-62.



HEAD OFFICE AND FACTORY:
WATERLOO, ONTARIO, CANADA
BRANCH OFFICE AND WAREHOUSE:
WINNIPEG, MAN., AND REGINA, SASK.
Write for Catalog and mention this paper.

ADDRESS:
Waterloo M'f'g Co., Limited

engages in such work, down. When a farmer has to have a machine he wants it. Of course, and he is right, he will strive to make the best deal possible for it. But if the dealers all stand firm and refuse to accept his old machine as a part payment the chances are he will come up to the scratch and buy the machine that, in his estimation, will give him the greatest value and service for the money invested. To the new man in the implement business we would say: "Stand firm. Don't accept old implements in trade. Respect your business, respect your competitor and respect yourself."

These are just a few outstanding features that come to our mind. We believe in holding high ideals, striving to reach them, but pushing forward for progress even if we fail to come up to the high standard which we set for ourselves. If we have dropped any hint that any dealer, new or old, can profit by this item has not been written in vain.

According to the way you behave in life, you will be your greatest friend or your greatest enemy. There is no more 'luck' than that in the world."

Farmers' Contracts and Orders.

What is more essential or far-reaching in any realm than a right start, a permanently satisfactory foundation? The people of the West to-day are enjoying the privilege, and carrying the responsibility of determining the principles and methods which shall govern for many years to come in all phases of life. Obviously then in the business world, as in all other departments, it is for them to carefully examine their dealings, and where unsatisfactory conditions are appearing to stamp them out. One of the fundamental principles of all business is the sacredness of a promise or contract. Without this principle firmly enthroned no business can have permanence.

After quite a careful study of existing conditions in our western country to-day we are forced to the conclusion that there is a very general tendency on the part of farmers to treat their contracts and obligations very lightly, and the time is at hand when dealers should take a definite and positive stand that the contracts and obligations assumed by the farmer must be fulfilled.

It is no uncommon occurrence for a farmer to give an order

for a certain article and later on to give a duplicate order to another company, ignoring the first contract absolutely and apparently having a feeling of security that he will not, or cannot, be compelled to fulfil both contracts. This is a very serious condition. Every farmer who signs an order for an implement, carriage or thresher expects that the dealer will fill his part of the bargain to the letter, and provide the goods he has ordered. Has the dealer not the same right to expect that the customer will carry out his part

of such contract and accept delivery of the goods contracted for when they have been brought forward for him? There can be no two opinions in regard to this. It is undoubtedly in the interests of dealers and agents to be a unit in this matter of enforcing contracts and orders, and there is no doubt that what may now be regarded as a great evil can be eradicated, and every agent and dealer will undertake quite as much trade, but it will be undertaken with less anxiety and more profit.

In the first place it is important that when an order is signed the customer should be given to understand that it is binding. It is important too that there should be a firm understanding between the various dealers in any town that a bona fide first order must be completed, and anyone holding what proves to be a subsequent contract must agree to withdraw from the field, and do so in such a way that there will be no uncertainty as to the results.

Such a friendly understanding between the dealers and agents in every town, and a united effort to place this matter speedily on a healthy and paying basis will undoubtedly bring the desired result.

January Railroad Accidents

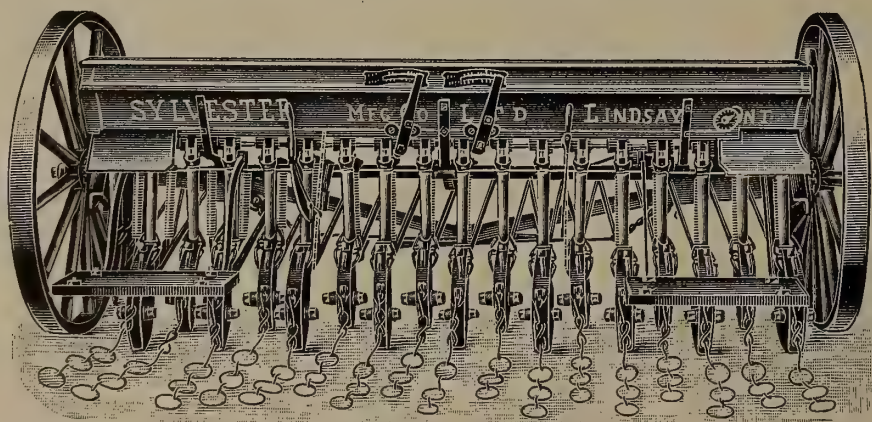
The latest accurate record of deaths and injuries from railroad accidents in the United States is that for January. It shows that one hundred and twenty-eight were killed and more than two hundred and forty hurt. The wrecks included twenty-three collisions, eighteen derailments, and three fires and explosions—forty-four accidents in all. Four trains were either wholly or partially destroyed by fire.

The price of rapid travel is becoming too high.



The Old Way.

THE SYLVESTER LINE



Sylvester Double Disc Drill Stephenson's Patent

8 of these (22 size) on the biggest farm in Canada. Interchangeable for single Disc Shoes or Drag Shoes. The best known drill in the Canadian West. Guaranteed the best.

SCOTCH CLIP HARROWS

DISC HARROWS

LAND ROLLERS

CULTIVATORS

GASOLINE ENGINES Marine, Stationary, Portable and Automobile.

Sylvester Mfg. Co. Ltd., Brandon, Man.

Factory: Lindsay, Ont.

Winnipeg Transfer Agents, TUDHOPE, ANDERSON & CO., Ltd.

A Farmer's Opinion of the Manure Spreader.

One of the more modern pieces of farm machinery that is in these days of farm help scarcity proving itself a money saver is the manure spreader. The accompanying illustrations show one of these machines at work, and to contrast with it the old style method of spreading manure is shown. Perhaps nothing more than a close examination of these photos is necessary in order to show the great superiority of the new over the old way. Note the evenness in which the manure is distributed over the ground by the spreader. Then compare this with the careless and unsatisfactory way in which the man in the other picture is spreading the manure, and he is doing it about as well as is done by the average hand spreader.

In conversation with an up-to-date farmer the other day he spoke very enthusiastically of the work of the manure spreader and stated that he would sooner pay out \$50 a year than be without one. He has a one hundred and sixty acre farm, keeps a number of cows, and therefore has a lot of manure to put on the land every year. He claimed for the manure spreader the following advantages:

(1) It is a great economizer of labor. One man with a manure spreader will do as much as three men will do by hand.

(2) It will spread the manure more evenly and will make an equal quantity go farther than with hand spreading.

(3) Because of this more even distribution, manure will do the land much more good than if spread by hand and left in lumps here and there over the field, as is usu-

ally the case with hand spreading. The manure is always torn to pieces by the spreader and no lumps are ever left to plow under or to be left on top, in the former case to dry out and in the latter to destroy vegetation.

(4) The spreader is especially valuable in applying manure to grass land.

(5) Horses will do the work of spreading and do it better than by hand spreading.

(6) Nothing but the best and strongest machine should, however, be bought. Some machines now on the market, though the principle of the mechanism may be all right, are not made strong enough, and get out of order. The stronger machines give good satisfaction and last well.

(7) It requires a higher class of help to run the manure spreader than to spread in the old-fashioned way. However, a poor man with the old way will often injure the crop by bad distribution of the manure, such as leaving large lumps here and there, with some spots covered too much and others without any.

There and Almost There.

It is never possible to tell the size of a fire by the amount of blaze and smoke, for it is not always the worst conflagration that gives forth the greatest of the former and the most of the latter. The other day a stable and loft took fire that sent out great sheets of lurid flame and tremendous clouds of dense smoke and, while it lasted, caused more commotion than the destruction of many magnificent buildings. From a distance one would have believed that half the block on which the old structure stood was doomed to destruction; but the matter of half an hour's smart work by the fire fighters settled the whole business.

Life affords us many examples along the same line. There are many people that, to hear them talk and see them fuss, a

person would be led to think they were the only ones on earth doing anything worth while accomplishing. All that is necessary to expose this state of affairs is to know them a little better and watch them a little closer; and then it is readily found that there is a great deal more wind than wheat going through their machine.

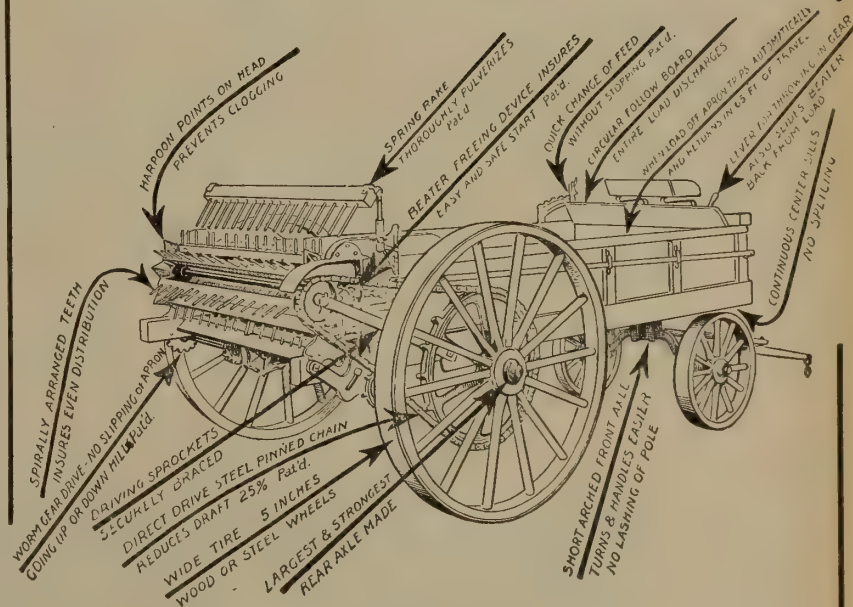
There is a considerable difference between "hustle" and "bustle." If we had more of the former and less of the latter there would be infinitely less of the last named than there is at present.

Bustle is caused by not being up to the mark either in grit or application. The bustler is the man who is always in a dead sweat because he is not fully posted on his business or because he has been neglecting it when it should have had his attention. A hustler is the man who is "in it" from the drop of the hat and for all that there is to be got out of his efforts. There may be some similarity between hustle and bustle but the results tell the tale. The hustler gets there and the bustler gets almost there. Be the first, let some other fellow be the last.



The New Way.

"Success" Manure Spreader



Note the many exclusive features and you will readily see why this machine has the largest sale.

The most progressive farmers in the West are buying "SUCCESS" Manure Spreaders. Inquiries are coming in from all over the country.

The live dealer cannot afford to be without one. If you want the easiest seller and the one the farmers demand, get the "SUCCESS."

An agency for this popular machine will prove a good investment for you.

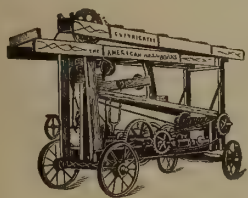
Prices and terms of contract on application.

The Paris Plow Co. Limited
Winnipeg.

—THE— American Well Works AURORA, ILL., U.S.A.

Winnipeg Representative:

T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

CATALOGUES ON REQUEST.

Correspondence solicited—giving details of what must be accomplished.

We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.

Compression in the Gasoline Engine.

As we have oftentimes repeated, it is the seemingly trivial things in connection with the gasoline engine that usually cause the most trouble, and to have a full knowledge of the workings of the small parts of the engine he is selling is a valuable asset to the dealer. Sometime ago we were discussing the matter of compression in the gasoline engine with a friend and from the conversation that took place we formed the opinion that many of our readers would like to know something about it. As we are not gasoline engine experts ourselves, we looked up an authority on the subject and found that Mr. A. W. Longenecker, a widely known expert from across the line, wrote the following article showing why compression is essential to the

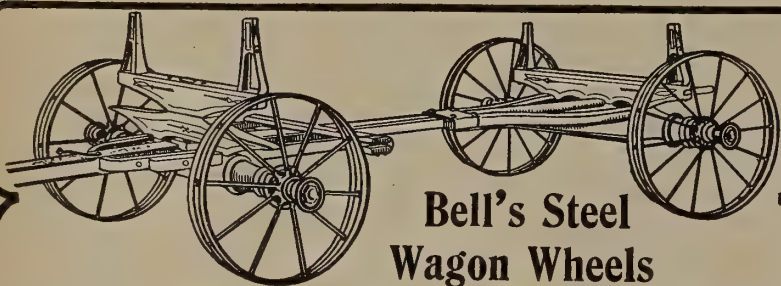
successful operation of the gasoline engine.

"Just before expansion occurs in the engine cylinder compressing of the charge is necessary. All gasoline engine cylinders have a compression space. It is that part of the cylinder space which is behind the piston when the piston is on the inner dead center. The compression space is usually about 30 per cent. of the entire cylinder volume, and cylinder volume is known as all that space behind the piston which is unoccupied when the piston is on the outer center. We will take, for instance, a cylinder that has one cubic foot of space within it when the piston is at the extreme point of its outward stroke. One cubic foot is equal to 1,728 cubic inches. When the piston travels from its outer to its inner center it takes up or occupies 70 per cent. of this 1,728 cubic inches of space and

leaves 30 per cent. of it unoccupied. By the inward stroke of the piston the cylinder space is reduced from 1,728 cubic inches to 518 cubic inches. When the outward stroke of the piston draws in a charge of air and gas, and when it reaches its outer center there are, practically speaking, 1,728 cubic inches of air and gas mixture within the cylinder. On the following inward stroke of the piston this explosive mixture of gas and air is crowded into 518 cubic inches of space. Now if 1,728 cubic inches of air at atmospheric pressure is crowded into a space of only 518 cubic inches of space the pressure will be greatly increased. The needle of a steam or pressure gauge while standing at the normal point when the piston is on outer center would point to or indicate probably 60 lbs. pressure when on inner center. This, then, is what is known as com-

pression in the gasoline engine. Each charge must be compressed before it is ignited. This gives greater efficiency as well as economy to the charge. It also makes it easier of ignition or explosion. In the very early history of the gasoline engine, before the advantages of compression were known, it was thought proper to take the charge at the first half of the outward movement of the piston and then explode it and let the expansion occur and do its work on the last half of the same outward stroke. An engine was actually built and operated on this principle, but with very meager success. One who has had much experience in operating engines of the present time can imagine what time and patience that operator must have had to succeed at all.

As a rule, one is not long in finding out that compression is very necessary in starting as well



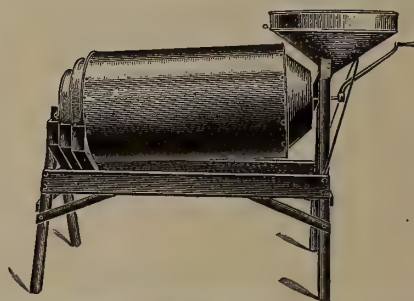
**Bell's Steel
Wagon Wheels**

possess many advantages over all other makes. The spokes are oval and staggered. They are also headed in the hub and securely riveted into the grooved tire. Bell's special grooved tires double the life of the wheel, as on hard roads the strain is evenly distributed instead of being on a single spoke as the wheel goes round, loosening and straining them. Write for catalogue and particulars—send us size of axles you want to fit.

B. BELL & SON, Limited, ST. GEORGE, ONT.

B BELL, & SON, Limited, WINNIPEG.

DEALERS MAKE MONEY SELLING BEEMAN'S NEW PROCESS "JUMBO" GRAIN CLEANERS!!



THE ONLY MACHINE perfectly adapted to the requirements of farmers in Western Canada. They are new, novel, and a wonder for separating wild oats as well as all foul seeds from the different kinds of grain.

The old style fanning mills are hard to sell while "Jumbos" sell themselves on their own merits. We do not peddle our machines from wagons but give good dealers exclusive territory. During the past three years our trade has more than doubled each season, which shows the popularity of the "Jumbo" Cleaners. You don't need to take our word for it. Let us send you proof. As the territory is being rapidly taken, secure the agency at once. Write for further particulars, prices, etc.

BEEMAN & CO., 127-129-131, Higgins Ave., Winnipeg, Man.

HOOSIER GRAIN DRILLS

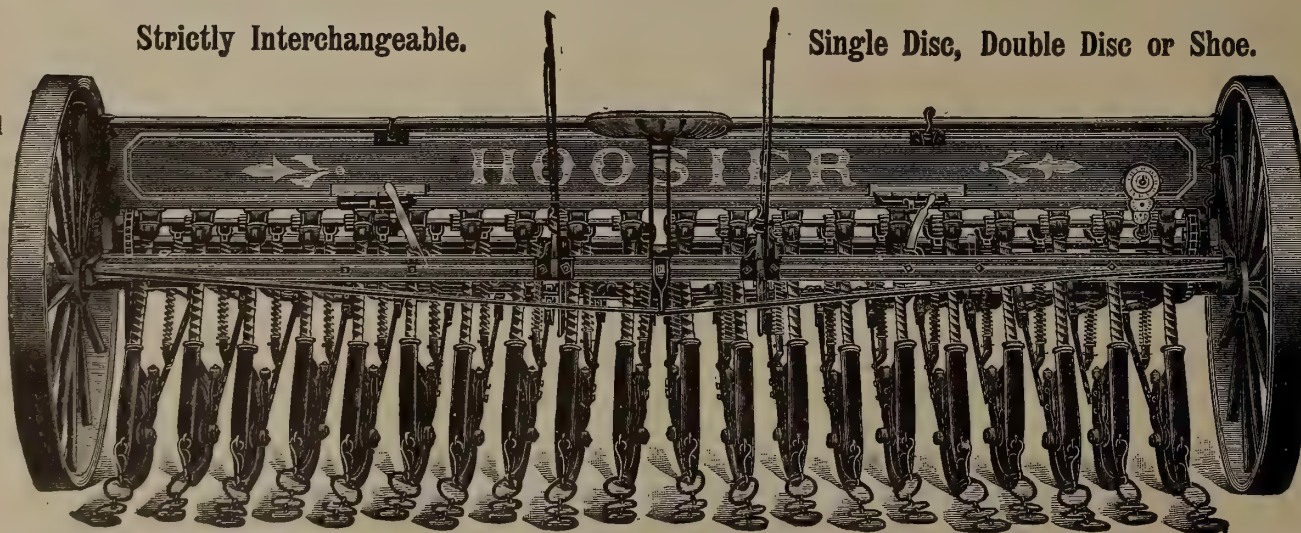
Strictly Interchangeable.

Single Disc, Double Disc or Shoe.

An Agency will
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The Hoosier
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A Good
Combination



The Hoosier
Low-Down
Press Drill
Wins Trade

Write for our
Proposition
Now

THE AMERICAN SEEDING-MACHINE CO., Incorporated

WINNIPEG, MAN.

as operating the gasoline engine. We learn by a little experience that something of this nature is quite necessary, even though we may not understand how it is brought about or what it really is or what to call it. The relating of a little incident or actual occurrence in the earlier part of our gasoline engine experience will serve to illustrate this. The writer was then, as now, secretary of one of the large gasoline engine manufacturing concerns. We had established an agency in one of the large commercial centers of the Middle West, and the young man in charge was ambitious and energetic, and while he had but little experience in handling gasoline engines, he soon secured the sale of several of them. He undertook to set and start the engines on their arrival, which he succeeded in doing, but after a week or two of operation of one of them he was sent for. Trouble had arisen. He made an effort to start the engine, but failed. He noticed, however, that the engine wheels turned over easily when he turned them by hand. This was contrary to his previous experience. Before he had noticed that

at one point in their revolution they turned hard and it required the effort of two men to turn them over this point. Consequently he concluded that here was a clue to the real trouble and sent us the following message: "Engine has lost her sucker. What shall I do?"

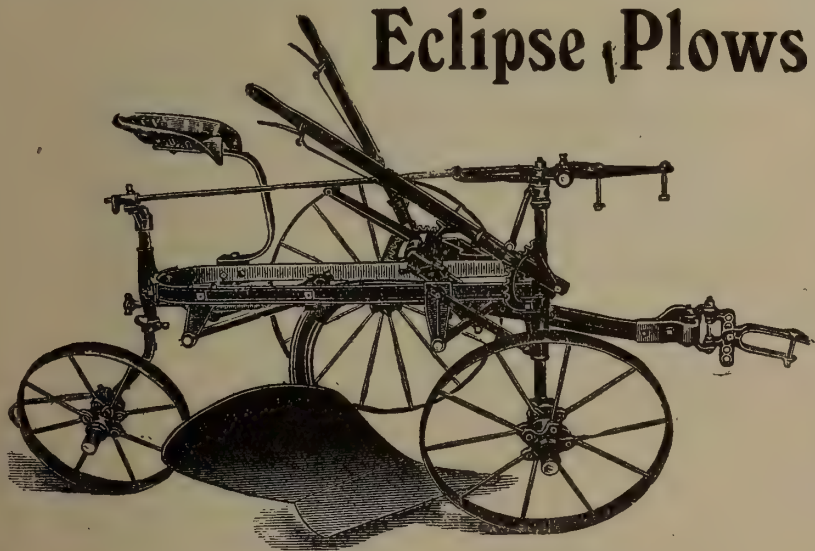
All of our blacksmith friends no doubt remember that in the earlier days of the common lift pump, the pump plunger was called the "sucker," and when it works well the handle works harder on the downward stroke. But when it works as easy on the down stroke as on the up stroke something is wrong. It will not deliver any water. The "sucker" must be out of order. The young man applied his pump knowledge in getting up his message, which was so expressive as to direct our suspicions at once to the compression. We wired him instructions about the valves, referring particularly to the exhaust valve, that enabled him to locate easily the real cause of the trouble. He knew there was something lacking, but he did not know what to call it. The compression in the gasoline engine depends on a good tight piston and clean valves

in proper working order. In such condition any one turning the wheels will notice that they turn easy until they reach the inward compression stroke of the piston, then they tend to reverse and are hard to turn over the compression point.

When a gasoline engine is weak in power and does not start readily it is well to turn the wheels over slowly by hand and notice the proportion of resistance when the piston is on its compression stroke. The cushion of the compressed charge should be great enough to rebound the piston like a rubber ball when you let go of the wheel at the highest compression point. When compression is good, and as it should be, it is a difficult matter to turn the wheels slowly over the compression point, and for this reason nearly all gasoline engine manufacturers provide some means of

relief, such as a pet cock, which is intended to be opened when the engine is turned over by hand for starting purposes. This releases a good part of the charge and only allows about half-stroke compression instead of full-stroke. By letting out, through this relief cock, about half the charge the compression is reduced to that extent and yet is sufficient and the cylinder retains enough of the charge to make ignition easy and cause a slight explosion and sufficient expansion to start the wheels to rolling and keep them going without further assistance by hand. As soon as the second or third impulse is had the relief valve is closed by the operator, after which the piston receives the full force of the entire charge exploded under heavy compression. If the mixed charge is compressed into about one-third its volume at atmospheric measure, it

Eclipse Plows



The Perfection of all Riding Plows.

If Eclipse Plows had nothing to recommend them but the Positive Lock Device (patented), they would sell ahead of any others.

But they have many other points, which go to make up the "Perfection" we claim.

For instance, you cannot get the same wheel on any other Plow. Strong malleable hubs (not cast iron) and spokes riveted to hub and rim of wheel with hydraulic pressure.

Long distance axles and replaceable boxings—dust proof.

The beams are extra heavy. The frame is of high carbon steel, and will not bend.

No lighter draft Plow made. Absolutely no landside or bottom pressure.

Made by

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MADISON, WIS.

THE STEWART-NELSON CO., LTD.

General Agents

WINNIPEG.

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales of same have greatly increased.



—THEY ARE—

LIGHT RUNNING

WELL FINISHED

ATTRACTIVE IN APPEARANCE

and made by

THOROUGHLY EXPERIENCED MECHANICS

of the very

BEST MATERIALS THROUGHOUT

every stick of which is perfectly AIR-DRIED.

OUR GUARANTEE IS BACK OF THEM

—WRITE US—

THE FAIRCHILD COMPANY, Limited

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causes a heavier expansion and consequently greater piston pressure. It also makes the charge ignite easier because the compression pressure raises the temperature of the mixture in proportion to the extent of compression, and consequently when the electric spark is made in this already heated mixture it finds it prepared for easy ignition both by reason of increased temperature as well as the particles of the explosive closely crowded together so that the faintest electric spark will come in contact with many combustible atoms.

The charge once ignited, the combustion is more rapid, that is, the flame spreads more quickly over the entire charge because of the crowded condition of the combustible particles. An explosion of any kind is nothing but a quick burning of the material consumed. All explosions are not alike in the time it takes to consume the exploded material. The slower the process of burning the lighter is the explosion and expansion. But the quicker the explosive is consumed the higher degree of heat and the heavier the resulting expansion. We may get the same quantity of heat from a certain charge by burning it slowly as if burnt quickly, but by distributing the same heat through a greater length of time the degree is less intense by reason of greater time allowed for cooling. The object, then, of compression in the gasoline engine is to get a vigorous, quick and rapid explosion from the gas consumed, which re-

sults in the highest degree of heat and heaviest expansion that can be attained. This imparts powerful impulses to the piston, and the engine runs with a vim and shows powerful energy. On the other hand, if compression is low the mixture burns slowly, the engine runs in a slovenly manner, is lazy and does not develop the power it should. The same quantity of fuel is consumed in doing about half the work. Hence the importance of compression. After knowing its importance one should frequently test it and watch closely the valves, piston, rings, etc., to see that there is no leak from the cylinder while the piston is on its compression stroke.

Conditional Orders.

An "if" always detracts from the use and effectiveness of an order. It leaves a loophole which can be widened by the customer at will, and in fifty per cent. of the cases is widened sufficiently to allow him to escape from his obligations. The said customer is known to be desirous of purchasing a certain machine, implement or thresher, and has signed an order that is not binding. What is more natural than that an opposition agent should immediately institute a systematic campaign to dissatisfy the customer with his purchase after he has signed the order for it.

What sort of guide is it to an agent or dealer when he is placing

his wants with the jobber or manufacturer to hold a number of conditional orders? He is in just as satisfactory a position without them, possibly even a little better, as he may provide stock for these conditional orders and then not be called upon to deliver the goods. The feeling is prevailing more and more that a conditional order is absolutely worthless. In his anxiety to make a record many an agent is tempted to accept orders with an "if" attached, but when these are cancelled later on the dealer is discounted.

Such an undesirable custom as that of booking conditional orders should be entirely eliminated from the business of every up-to-the-minute implement man, and by having a firm and friendly understanding with competitors regarding this every dealer can and should invariably reject this class of business.

Far-Sighted Policy.

Judge Killam, Chairman of the Board of Railway Commissioners, recently announced that he would not agree to the construction of any more branch lines of railway until the different companies provided additional rolling stock in order to more efficiently take care of the transportation of the country. This establishes a correct principle. For every mile of track that is laid there should be an increase in rolling stock. With a great mileage and insufficient motive power and cars we can hardly expect anything else but tie-ups, blockades, etc. More power to the far-sighted Chairman of the Railway Commissioners. If we must grow slower in the matter of railroad construction because of the inability of the companies to get rolling stock the whole country will benefit. What use are countless miles of steel, laid and in good order, without cars and engines? Our progress may be slower but our prosperity will be greater, if the decision of Judge Killam is strictly followed.

"OWEN'S" ADVANCE MILLS



Will do better work and more of it in cleaning, grading or separating than any other mill. Especially adapted to taking out WILD OATS.

Made in 3 sizes, No.'s 10, 12, 20. With or without bagger.

We also handle the "Owen's" Smut Cleaners, which are acknowledged by all to be the very best on the market.

LET US QUOTE YOU OUR VERY BEST PRICES

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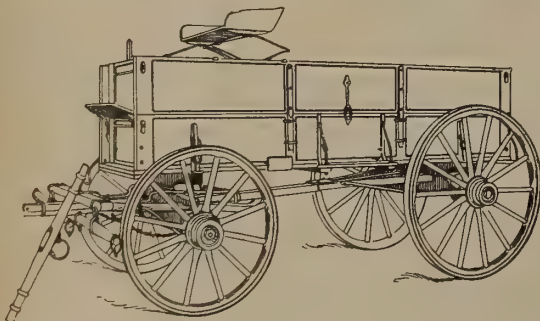
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THE JACKSON WAGON

Best and Most Improved Wagon in Canada



Your attention is called to

NINE POINTS ONLY

Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1 1/2 inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Has all the points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Jackson Wagon Co., Limited, St. George, Ont.

Western Selling Agents

JOSEPH MAW & CO., LIMITED, WINNIPEG.

Effect of Stress on Wood.

It has been established that a wooden beam which for a short period will sustain safely a certain load, may break eventually if the load remains. For instance, wooden beams have been known to break after fifteen months under a constant load of but 60 per cent. of that required to break them in an ordinary short test. There is but little definite and systematic knowledge of the influence of the time element on the behavior of wood under stress.

This relation of the duration of stress to the strength and stiffness of wood is now being studied by the United States Forest Service at its timber-testing stations at Yale and Purdue universities. The investigation should determine: the effect of a constant load on strength; the effect of impact load or sudden shock; the effect of different speeds of the testing machine used in the ordinary tests of timber under gradually increasing load; and the effect of long-continued vibration.

To determine the effect of constant load on the strength of wood

a special apparatus has been devised by which tests on a series of five beams may be carried on simultaneously. These beams are 2 by 2 inches in section and 36 inches in length, each under a different load. Their deflections and breaking points are automatically recorded upon a drum which requires 30 days for one rotation. The results of these tests extending over long periods of time may be compared with those on ordinary testing machines, and in this way safe constants, or "dead" loads, for certain timbers may be determined as to breaking strength or limited deflection.

The experiments of the U. S. Forest Service show that the effects of impact and gradually applied loads are different, provided that the stress applied by either method is within the elastic limit of the piece under test. For example, a stick will bend twice as far without showing loss of elasticity under impact, or when the load is applied by a blow, as it will under the gradually increasing pressure ordinarily used in testing. These experiments are being extended to determine the general

strength under impact and gradual loads.

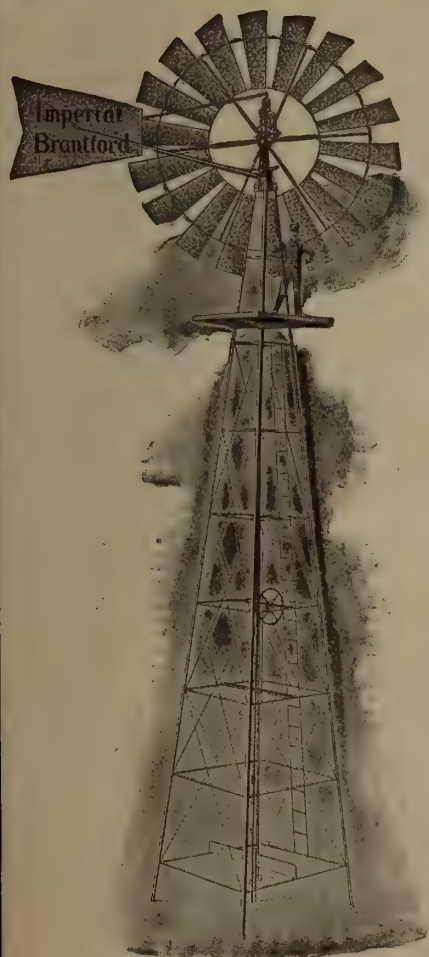
Bonding and compression tests to determine the effect of the speed of application of load on the strength and stiffness of wood have already been made at the Yale laboratory. The bending tests were made at speeds of deflection varying from 2.3 inches per minute to 0.0045, and required from twenty seconds to six hours for each test. The woods used were longleaf pine, red spruce, and chestnut, both soaked and kiln-dried. From the results are obtained comparable records for difference in speeds in application of load. A multiplication of the results of any test at any speed by the proper reduction factor derived from these experiments will give equivalent values at standard speed. The tests also show concretely the variation of strength due to variations of speed liable to occur during the test itself. The results plotted on cross-section paper give a remarkably even curve as an expression of the relation of strength to speed of application of load, and show much greater strength at the higher speeds. A numerical expression

of the law, averaging all species, both wet and kiln-dry, gives the following table, which shows the increase in strength with the increase of speed of test:

Minutes to move cross-head 1 inch.	Ratio of ultimate compression.	Strength bending.
900	100	100
350	100.8	100.9
150	102.3	107.3
40	106.9	110.1
5	113.8	118.7

The first column, which gives the number of minutes required to move the crosshead of the testing machine over the space of one inch, is the reciprocal of speed. The second and third columns give the effect of this increase of speed upon compression and bending, respectively, and show that strength increases with speed. The strength at the lowest speed is arbitrarily fixed at 100 as a convenient basis for comparison. The ordinary bending-test speed for small specimens is one-tenth inch per minute, or, reciprocally, 10 minutes are required to move the crosshead one inch.

It is common belief among polemen that the continual vibrations, to which telephone poles are subjected, take the life out of the wood and render it brash and weak. Nothing is more definitely known as to the truth or falsity of this idea. Tests will be undertaken to determine the effect of constant vibration on the strength of wood.



Brantford Pumping and Power Windmills

"IMPERIAL" and "IDEAL"

To the Dealer:

There is no permanent success in handling second-class windmills. Write us for catalogue, terms, etc., and secure the agency for the reliable "Imperial" and "Ideal" Windmills. They cost a little more; but what's that compared to satisfied customers and your own peace of mind.

COCKSHUTT PLOW Co.

LIMITED,

The "IMPERIAL"
The Perfect Pumper

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The Car Shortage Problem.

Its Causes and Remedies.

Like us in Western Canada the people of the United States have been suffering greatly from car shortage. So urgent was the demand for investigation by the people of that country that the matter was taken up by the Interstate Commerce Commission. After spending some months in securing evidence, making inspections, etc., a report has been submitted that contains many important suggestions for railroad officials and shippers and which is equally applicable to us as to those for whom it was prepared. As the problem is not a simple one, discussions of the subject may well be scrutinized in the light of experience. Below we give a few extracts from this report:

CONGESTION DUE TO RE-CONSIGNMENT

One of the causes of congestion at terminals is the reconsignment privilege granted on many of the principal articles of freight. This is of great value to shippers; and what is here said is not intended to lessen in any sense the extent to which such privilege is granted in necessary cases; but it is manifestly unjust that the consignee at the terminal should be unable promptly to receive his freight because traffic that is destined elsewhere encumbers yards and tracks. This

is not a slight nor an insignificant cause for the slow movement of freight and shortage in car service, and it appears readily possible for the railroads and shippers to remedy this condition if they will.

A considerable body of this traffic never should require reconsignment. It has become a practice on the part of many shippers to bill their freight to a reconsigning point as a matter of convenience to themselves without respect to its necessity. This may be checked by the shipper of his own motion, or where the shipper desires reconsignment, and the law does not interfere therewith, the railroads may discourage it by the imposition of a reasonable reconsignment charge or by limiting drastically the time allowed on reconsignment. Or the railroads may—and the reason for such a plan is becoming emphasized more strongly every day at all of the large terminals—provide separate terminals outside cities at which freight may be held pending determination by the shipper as to destination.

UNNECESSARY HOLDING OF CARS.

There is, it would appear, little necessity for so extensive a time limit for unloading as is often granted. If it be true that any considerable part of the shortage of car service from which the country is suffering is due to the excessive and unnecessary time allowed by the railroads, it is mani-

festly within the power of the railroads themselves to correct such abuse. If the railroads, either through fear of losing traffic to each other or through indifference or inability, do not enact and enforce the needed rules, they will not be able reasonably to object should power to make such rules be vested elsewhere.

The most generally advocated remedy for the failure on the part of carriers to furnish cars when demanded is that now generally known as "reciprocal car demurrage." This phrase means, in a word, that carriers shall be penalized upon failure to furnish cars demanded, and the phrase arises out of the universal railroad practice of imposing a per diem penalty when a car is held for unloading beyond a certain fixed number of days. "It is but equitable," the shipper urges, "that if the railroad may charge me for holding its car because that car is needed by it in the conduct of its business, that I should be permitted to charge it a stated sum per day when it fails to deliver me a car which is necessary to the conduct of my business."

The carrier disavows any intention to profit by the delay of the consignee in unloading his freight, but justifies its demurrage rule upon the ground that only by such charge can the consignee be led promptly to free equipment. The shipper in turn urges that such reciprocal demurrage as might be exacted would not compensate for the loss of the car at the time needed, but is intended rather to stimulate the railroad into more promptly providing the car which it is its legal duty to furnish.

It is to us evident and beyond all controversy that the difficulties with which the business of transportation is affected in this country at the present time would not be overcome by the enactment of a reciprocal demurrage bill alone, if such measure merely provided for punishing the railroad for nonplacing of cars or nonmovement thereof. The problem is one much deeper and much broader than a mere lack of cars and engines. No doubt an inadequate supply of these facilities is the cause of all the troubles which beset the shipping public on certain lines. But these instances are few. The problem of car shortage is one in which is involved every factor in railroading—the construction, the operation, the maintenance, and the financing of the railroads.

The inability of the shipper to secure a car may be but a symptom of a deep seated and organic trouble.

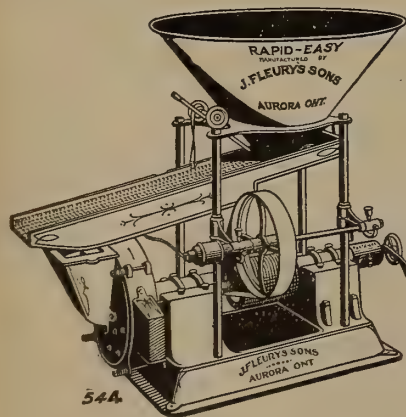
Clearly the problem of transportation is so closely interwoven with the fabric of our commercial system, and so closely related and so interdependent are the various activities of our industrial life, that one may not lightly say what are the multitudinous considerations which necessarily enter into so simple a question as the reason why a railroad car is not at once forthcoming when ordered. The enactment of a reciprocal demurrage bill will not build railroad track, equipment, enlarge and simplify terminals, nor transform incompetent operating officials into first-class railroad men, but it might stimulate, energize, and in some cases revolutionize the methods of delinquent railroads, so that they would render the service which they were created to render. This is the theory of reciprocal demurrage. But that of itself it will enable the railroads to render adequate service is not demonstrated by experience.

Manifestly it is of little value to a shipper to be given a car if that car, when loaded, is not moved promptly to destination. Therefore the conclusion is inevitable that reciprocal demurrage alone will not insure better railroad service when the movement is over more than one system of railroad. Such a law or rule must be supplemented by some other rule or law under which the originating carrier may be insured of prompt return of the cars which it delivers to its connections.

UNPARALLELED DIFFICULTIES.

Throughout this inquiry the thought has repeatedly suggested itself that many of the problems presented must rest for their solution in the character and intelligence of the railroad managers—their foresight, initiative, adaptability and public spirit. If it be true, as railroad men have said, that the railroads have not kept pace with the growth of the country, it must be remembered that it is within the right of a private enterprise to restrict its obligations to its known capacity without becoming subject to the slightest criticism, whereas the measure of a common carrier's obligations is undetermined and without limitation save in the demand of the public for transportation. Whatever of criticism, therefore, is to be expressed should in justice be tempered by a consciousness of the novel and perhaps unparalleled difficulties which the problem of American railroad transportation to-day presents.

For Custom Work in Mills and Elevators



The Famous

"RAPID EASY" Grinders

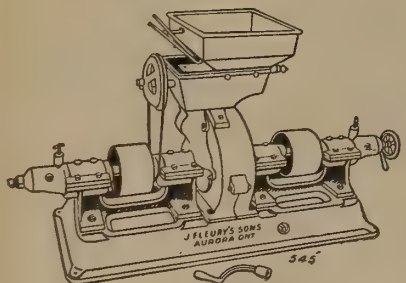
No. 6 (11 inch); No. 7 (13 inch).
One revolving and one stationary Head and Plate. Cut No. 544.

No. 13 (13 inch); No. 16 (16 inch);
No. 18 (18 inch). ATTRITION MILLS, with two Revolving Heads and Plates, running in opposite directions. Cut 545.

Any amount of work of finest quality.

Smaller machines—suitable to any power.

The largest line of Grinders made in Canada, and the best.



"RAPID EASY" Grinders

do more work with same power than others.

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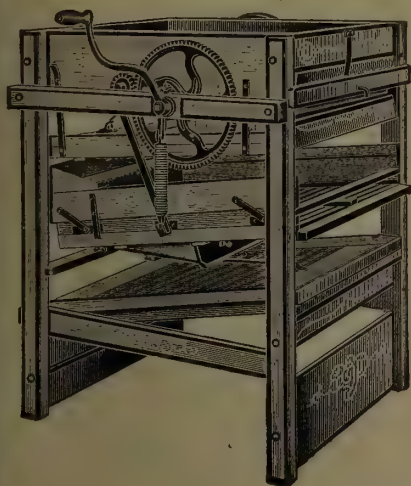
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Western Agents for J. Fleury's Sons, Aurora, Ontario

CHATHAM SEPARATING MACHINE

A MONEY MAKER FOR THE DEALER
A MONEY SAVER FOR THE FARMER



**The "CHATHAM" takes
Oats from Wheat
thoroughly**

Solving the problem of preparing clean seed; making a 99% separation at the first operation. It is scientifically designed for this purpose, and is strongly built of the very best materials, and can be operated by either hand or power.

**This Machine solves the
Wild Oats problem.**

SEE THE POINT, MR. DEALER?

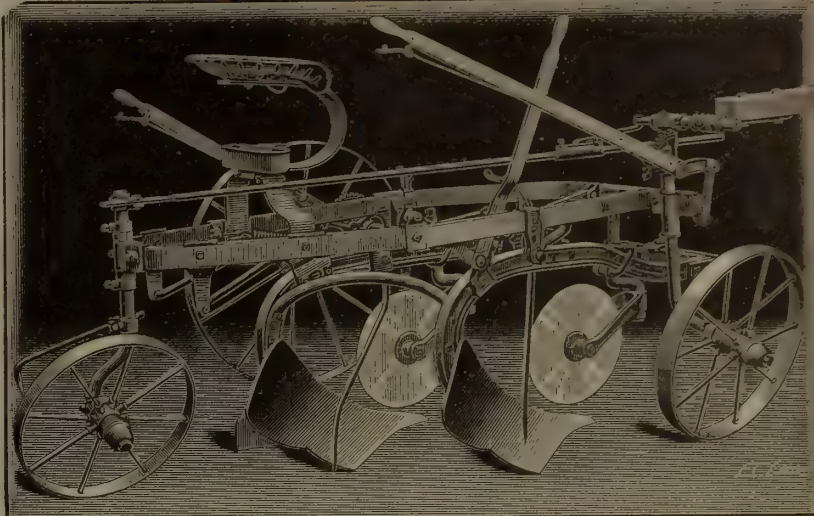
**We make the famous Chatham Fanning Mills, Farm
Scales, Incubators, and Kitchen Cabinets.**

WE WANT A DEALER IN EVERY TOWN IN THE WEST.
Write us for Agency Contracts.

WAREHOUSES AT WINNIPEG, BRANDON, REGINA AND CALGARY.

THE MANSON CAMPBELL CO. Limited

BRANDON, MAN. Head Office: CHATHAM, ONT. CALGARY, ALTA.



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

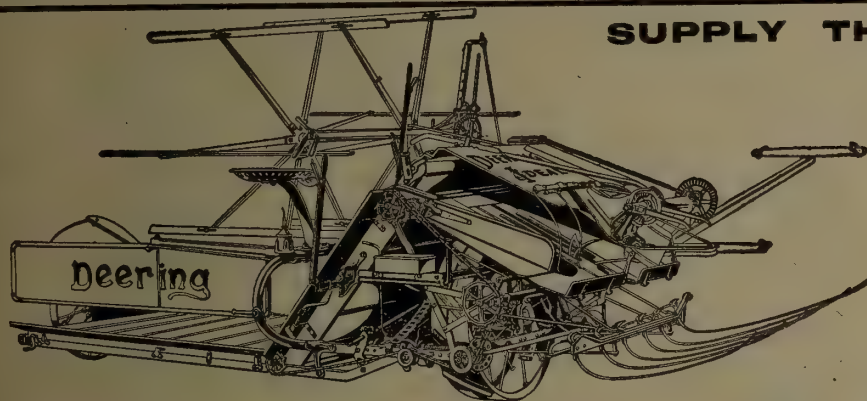
The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

J. THOMPSON & SONS MFG. CO. Beloit, Wis., U.S.A.

THE Frost & Wood Company General Agents,
LIMITED

WINNIPEG - - REGINA - - CALGARY

SUPPLY THE DEMAND



Harvesting Machines

DEERING



Drills and
Tillage Implements

No dealer can succeed unless he handles the line of harvesting machines the farmer demands. The demand is for the Deering machines. The reasons for the demand are easily explained. The Deering machines are correctly designed. The best material is used in their construction. They are put together to last. They are easily operated, and any inexperienced harvesting machine operator can use them.

The Deering line of harvesting machines consists of:

**BINDERS REAPERS MOWERS RAKES TEDDERS
HAY LOADERS HAY STACKERS SWEEP RAKES**

In addition to handling the Deering harvesting machines, seeding machines, and tillage implements, dealers have the advantage of carrying a stock of the following: gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders and binder twine.

Now is the time to secure a contract to handle the Deering machines, and be prepared to supply the demand for these machines this coming season.

For information concerning terms and territory, write nearest General Agent. Catalogues will be mailed upon request.

WESTERN CANADIAN BRANCH HOUSES

WINNIPEG, MAN.; CALGARY, ALTA.; REGINA, SASK.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

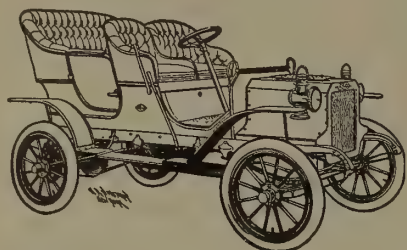
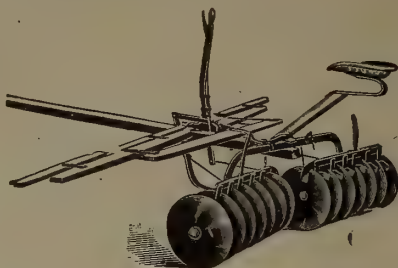
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U. S. A.

The Bissell

The Disk that Farmers want

Some good features are: Correct Balance (stays down at its work), does not buckle, bind and hump up in the center.



In a
Reo

You can go and
come back

20 H.P. 5 Passengers
40 miles an hour

The longer you wait before ordering the greater your loss

OUR OTHER LINES ARE JUST AS GOOD AS EVER

Brantford Carriages Olds & Franklin Automobiles

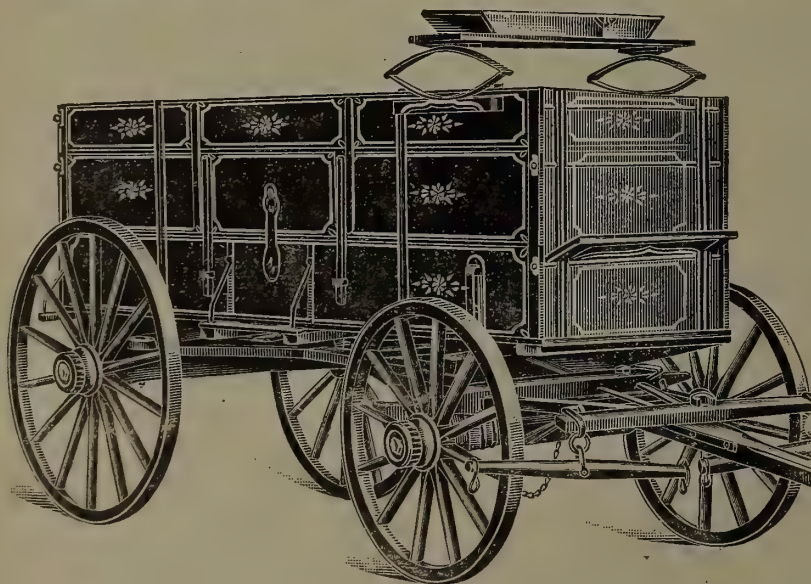
Maw-Hancock Disc Plows

Simplicity Gasoline Engines Empire Wood Pumps

JOSEPH MAW & CO. Limited

WINNIPEG.

WILKINSON WAGONS



Besides bone-dry timber, a wagon must be well and thoroughly ironed off at all points of contact.

The tires must be properly proportioned to the size of the wheels.

The braces must be of generous size to give the right strength just where it is needed.

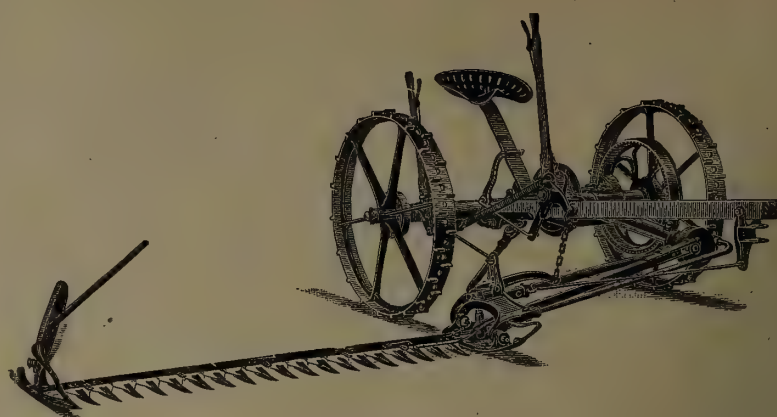
It is **because** the Wilkinson Wagon fulfils these requirements that we confidently recommend it, and **because** of them it has earned its reputation of being

"THE LIGHT-RUNNING WILKINSON."

Sole Selling Agents:

THE STEWART-NELSON CO., Ltd.

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FROST & WOOD NEW No. 8 MOWER

Is a machine of "QUALITY."

Is constructed on scientific principles.

Contains only the very best materials.

Is thoroughly tested before it leaves the factory.

Has an internal gear and no friction.

Has a high and easily operated foot-lift.

Starts cutting with the first forward motion of the team.

Has **Forged Steel Pitman Jaws**—the toughest jaws on the market.

Is built in 4 1-2, 5, 6, and 7ft. widths—and one team handles any size of machine with perfect ease.

Is built in Canada, by Canadians, and for Canada's best and most prosperous farmers.

One Man's Opinion.

Hague, Sask., Jan. 3, 1907.

Gentlemen:

I have a F. W. No 8 Mower, and think your Mowers are the best that can be had. They are easy on the horses because it is not necessary to trot your team to get up speed enough to cut a little hay. All the Canadian makes of Mowers and some of the American makes are used in this vicinity, and I would not exchange mine for any of them.

Yours truly,

ARTHUR E. SHORTHOUSE.

Ask us for our Illustrated Catalogue "K"

THE
Frost & Wood Company
LIMITED.

WINNIPEG

BRANDON

REGINA

CALGARY

CANADIAN FARM IMPLEMENTS

Vol. V, No. 4.

WINNIPEG, MAN., APRIL, 1907.

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There are many beautiful lakes and rivers in Western Canada where it is possible to use Motor boats both for profit and pleasure, and now is the time to interest your customers in our product.

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ALL STEEL
CHANNEL

HARROW

AND

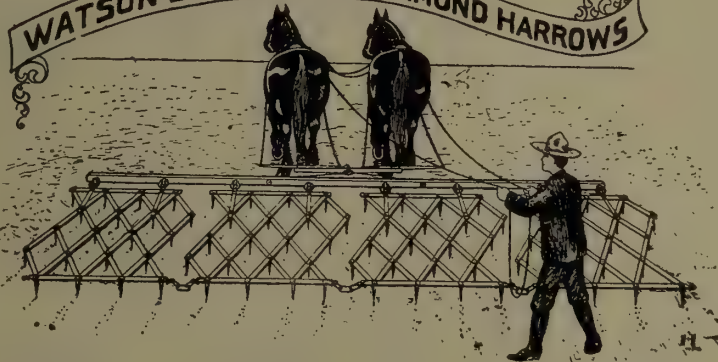
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WATSON'S ALL-STEEL DIAMOND HARROWS



NOTICE.—It is DIFFERENT in CONSTRUCTION from OTHERS. More channel steel. Every tooth on line of draught. Will not creep.

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**GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
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Building Materials of every Description in
SHEET METAL

Tell us all about your requirements
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CLARE & BROCKEST

246 Princess Street, Winnipeg, Man.

J. I. CASE**"The Plow a Man can Pull."**

**SELF-LEVELING
HIGH
FOOT-LIFT
SULKY PLOWS
HAVE**

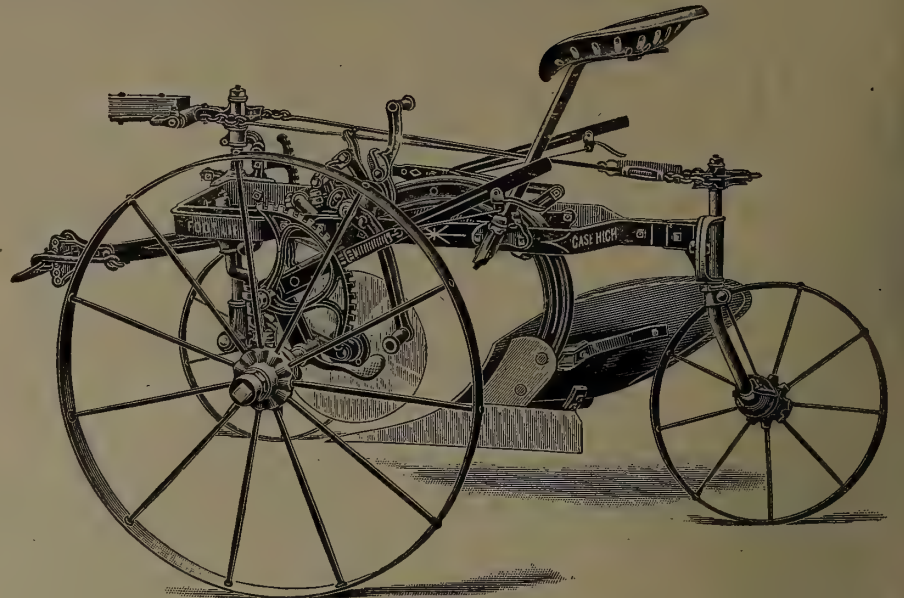
3

**DISTINCTIVE
POINTS
OF
ADVANTAGE**

They are the **lightest draft** sulky plows that ever turned a furrow. It requires less power to draw them than a walking plow.

One movement of the foot sends the bottom from plowing position to six inches above the ground, and **at the same time** levels the frame.

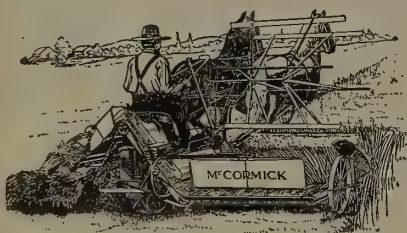
But the most important point of all—the greatest improvement known to the art—is the adjustment for **raising or lowering the heel**. It does away with all friction on under side of landside and share, except at the point, which is one reason why the J. I. CASE is so light draft. Also, it permits setting the plow so it will enter and plow the hardest ground, while other plows are idle, waiting for rain to mellow the soil.



A Postal Card request to have our salesman call, and for a copy of our 1907 Catalogue, will be given immediate attention.

J. I. Case Plow Works : Racine, Wis., U.S.A.

The Balfour Implement Co. Ltd., Winnipeg, Man.



McCormick Harvesting Machines

THE STANDARD OF QUALITY.

The progress that has been made in more than three-quarters of a century in manufacturing McCormick harvesting machines has developed into the McCormick line that is known as the standard of quality—O K all over the world.



Farmers are familiar with the excellent manner in which McCormick machines handle their grain and hay, and they know that the McCormick line can always be depended upon. These are two important reasons why you should handle the McCormick. It is a line for which there is always a demand—this means easy sales. When you handle the McCormick you handle a full line—you know that you can always supply farmers with complete harvesting outfits. The McCormick line comprises:

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REAPERS**

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RAKES**

**TEDDERS
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McCormick Drills and Tillage Implements

This line is carefully designed, and receives the same attention that is given the harvesting machine line. Only high-grade materials are used in the construction of these machines and implements. They meet the farmer's requirements. The line includes:

**SHOE DRILLS
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**CULTIVATORS
LEVER HARROWS**

**DISK HARROWS
SMOOTHING HARROWS**

In addition to the foregoing, McCormick dealers have the advantage of carrying in stock the following trade winning lines: **gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders, and binder twine.**

Full particulars relative to terms and territory can be secured from any general agent. Catalogues will be mailed upon request.



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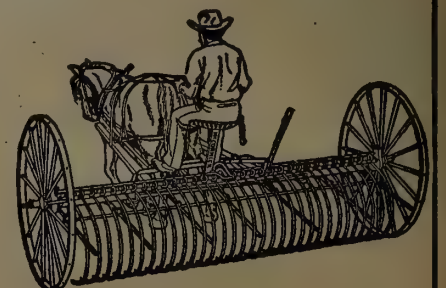
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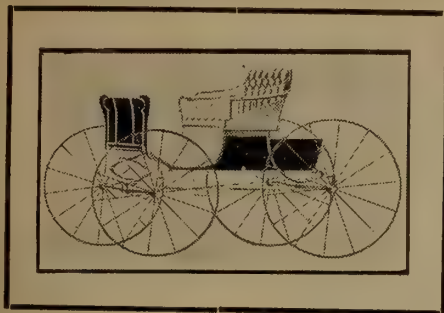
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International Harvester Company of America
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CHICAGO - - U.S.A.





**MOUNT
FOREST
CARRIAGE
CO., LTD.**

A Combination of Good Looks & Durability

That's what our Buggies are—smart looking, full of style, and strong on quality and workmanship. It's the kind that can be depended on.

Don't delay. Send in your order at once. A little judgment often saves much money.

We also carry a full line
of

**Houghton Sulky Co's.
SPEEDING
VEHICLES**

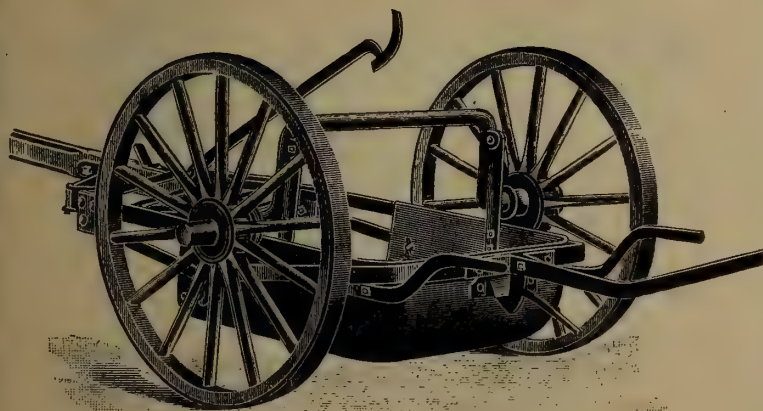
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**A. C. McRAE
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**HOUGHTON
JOGGING CART**
Weight 45 Lbs.

SCRAPERS



WHEEL SCRAPERS

(Square or Pressed Bowls),

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Contractors' & Road Plows

Wheel Barrows
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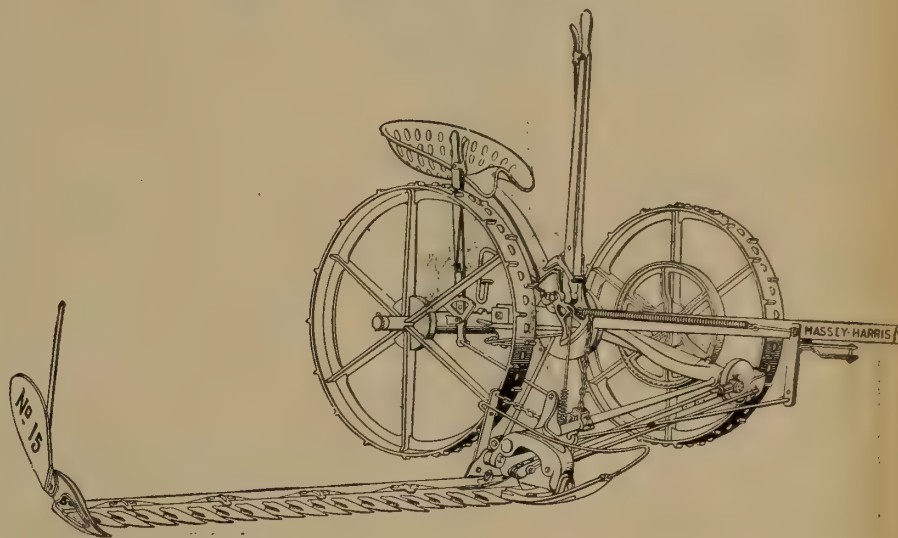
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All Scrapers warranted to be of High Carbon Steel, full thickness, heavy bails and perfect working swivels on drags. Wheel Scrapers have latest attachments and are easy on men and horses.

Write for Catalogue and Prices.

THE STEWART-NELSON CO. Ltd.
WINNIPEG

Don't take any Chances, but cut that
heavy hay crop of yours with a
MASSEY-HARRIS
MOWER

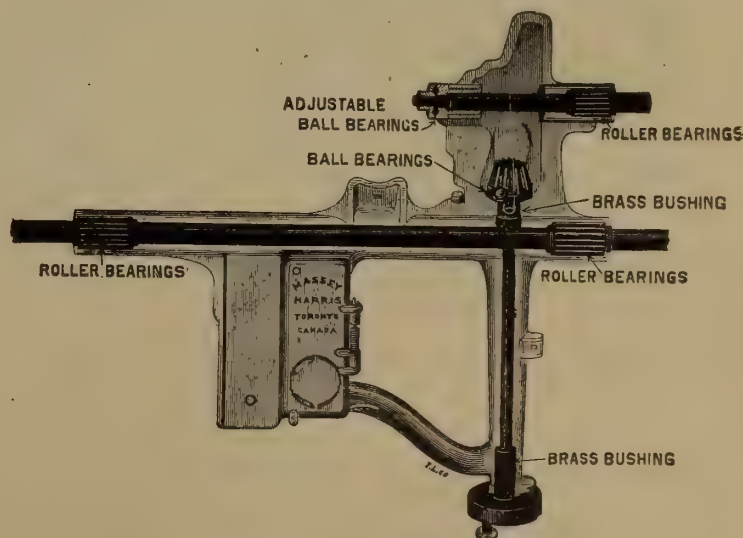


**THE MAIN FRAME
OF OUR MOWER**

has three broad and substantial roller bearings used at points where the strain is heaviest.

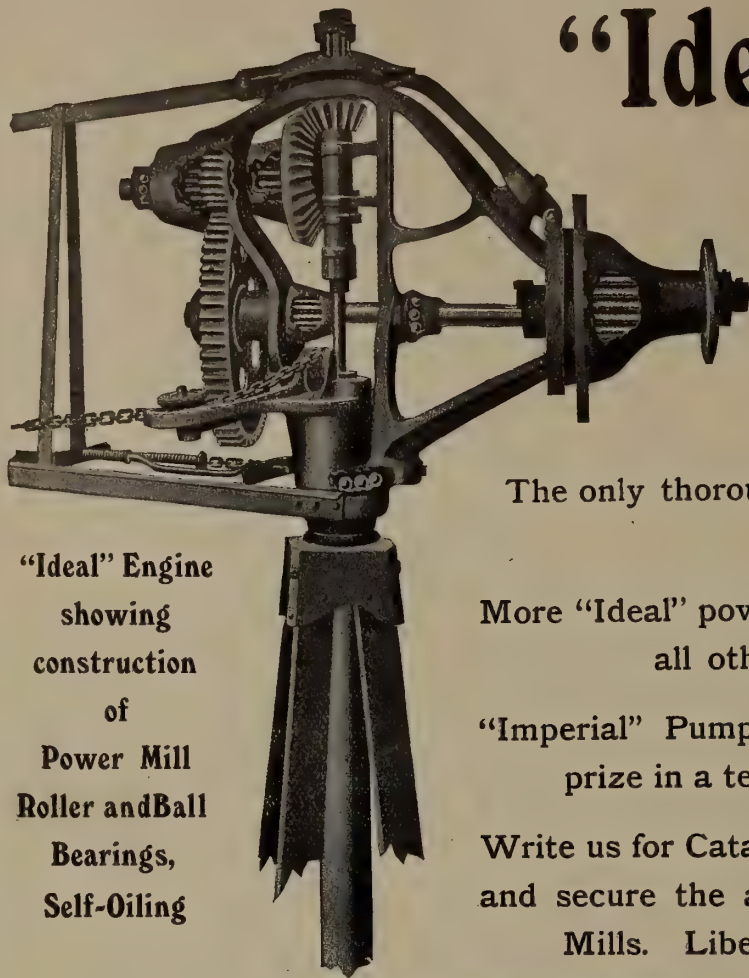
The ball bearings at crank shaft (see illustration below) prevent wear and friction.

There are brass bushings at both ends of the crank shaft.



Ask for one of our New Catalogues

MASSEY-HARRIS CO. Ltd.
WINNIPEG REGINA CALGARY



"Ideal" Engine
showing
construction
of
Power Mill
Roller and Ball
Bearings,
Self-Oiling

"Ideal" Steel Power Windmills

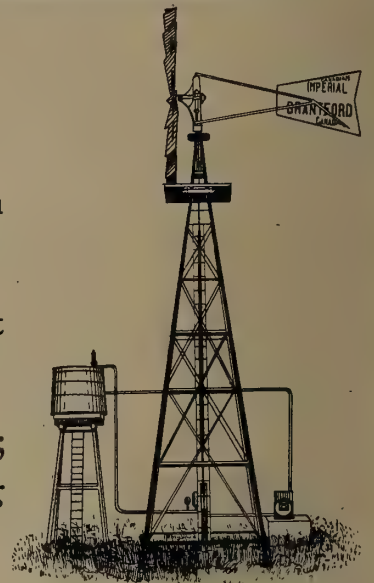
Are the most profitable.

The only thoroughly satisfactory line on the market.

More "Ideal" power mills in use in Canada than all other makes combined.

"Imperial" Pumping Windmill--Winner of first prize in a test against the whole world.

Write us for Catalog giving detailed information; and secure the agency for these world-beating Mills. Liberal Commissions to Agents.



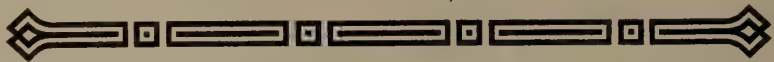
"Imperial" Pumping Mill



"Ideal" Automatic Concrete Mixer. A thorough success. Mixes more; mixes better; and requires less help than any other.



Our new Fanning Mill, the "Jewel," besides being a thorough general purpose separator, will be found to separate wild oats from wheat perfectly.


COCKSHUTT PLOW CO.
 LIMITED
 WINNIPEG REGINA CALGARY

CANADIAN FARM IMPLEMENTS

Vol. V, No. 4.

WINNIPEG, MAN., APRIL, 1907.

SUBSCRIPTION PRICE } Per Copy, 5c.
Per Year, 50c

Some Causes of Higher Prices. Comparisons of Increased Cost, Etc.

In order to conclusively show how manufacturing costs have increased within the last three or four years we present in this article a number of comparisons that go to prove the heavy advances that have been made in the principal classes of raw material entering into implement and vehicle construction, and which also prove the necessity for an increase in the prices of the finished articles by the retail trade.

During the past ten years the country at large has undergone some very radical economic changes. In that time there has come the growth and development of corporation control, monopolies and trusts. It has always been the aim of these immense combinations, which are backed by unlimited capital, to concentrate their interests towards securing the controlment of sources of raw material supply.

The steel and iron markets are under such power with the result that they have been forced up continuously during the past four years, while, at the present time, there are no reductions worth considering to be recorded to their credit. There are, however, other factors that figure very largely in the case and these we shall mention later.

Owing to the high tariff policy of the United States these combinations engaged in producing raw materials have had abnormal protection. The manufacturer turning out a finished product has been compelled, practically speaking, to purchase from the trusts because he cannot afford to import his raw materials from abroad owing to the prohibitive duty. To show the colossal business and profits reaped by one of these combinations note the following, which has appeared in the press during the past few weeks:

"The fifth annual report of the United States Steel Corporation, covering the operations of the year ending December 31, 1906, shows gross earnings of \$696,756,926.01, being the greatest thus far realized since the organization of the corporation. The net earnings were \$156,624,273.18, also establishing a new record in this respect. As compared with 1905, the best previous year, for gross income, the gross earnings show an increase of \$111,425,189.81, and the net earnings an increase of \$36,836,614.75. The best previous year for net earnings was 1902, when the figures attained were \$133,308,763.72. That year was surpassed in 1906 by \$23,315,509.46."

Is it any wonder that prices are soaring upwards under such conditions as must obtain where such fabulous earnings are made by one single corporation? Some argue that combinations of capital, concentration of interests, etc., lessen cost of production and consequently make goods cheaper to the consumer. Does the foregoing prove it when the steady advance in the cost price of steel for the last four years is taken into consideration? A study of market reports, especially those of the last few seasons, readily justify an increase in the cost of implements and vehicles to the consumer.

Demand is another factor that has been conducive to fostering and encouraging higher prices for implements and vehicles. This continent has been blessed with abundant crops during the past four or five years and the people have been and are, as a rule, enjoying an era of prosperity unprecedented in the history of North America. Consequently farmers have had more money to devote to the purchase of machinery and

vehicles. This has greatly stimulated the requirements of the retail trade, and manufacturers, in order to secure materials to turn out increased product, have had to pay higher prices to obtain same.

The increased cost of labor is another cause responsible for higher values. Both in the United States and this country the price of help has been advancing year by year. It is very scarce and in order to get men manufacturers are forced to pay much higher wages than formerly, which all means that every factor is contributing its pro rata to increased factory costs.

Now for some comparisons. According to Farm Implement News one manufacturing concern at the beginning of this year advanced prices 5 per cent., at the same time reducing the cash discount allowed by them from 7½ to 5 per cent. This decision to advance was made after the manufacturer had completed a very careful investigation of costs and the increases thereon during the past three years, which disclosed the fact that in almost all lines of raw materials prices had taken an upward turn. Then, in order to reach some definite estimate of the advances, this manufacturer took the prices for raw materials prevailing on December 5th, 1906, as listed below, and compared them with the market quotations of January 1st, 1904, and found that the percentage of increase in prices had been as follows:

Steel bars	23.1
Scrap iron	45.5
Common iron bars...	31.92
Charcoal iron	56.71
Pig iron.....	72.75
Tank Plates.....	6.25
Beams and angles...	6.25
Wire nails	8.11
Copper	83.83
Lead	29.75
Yellow pine lumber..	25
Elm	50
Plow bolts.....	11.31

Machine bolts	22.35
Coil springs	57
Set screws.....	75
Washers	37.33
Wheels	3.18
Rivets	41.7

Since the compilation of the above table of increases there have been advances in many of the lines mentioned while reductions are recorded in none.

Here is another example: Wagon manufacturers have been compelled to increase the price of wagons during the past year and before long they will be forced to repeat the operation. Now, what is the cause? Wagon box lumber has advanced from 25 to 30 per cent. Bent stock from 45 to 75 per cent. Wagon dimension stock from 20 to 30 per cent. Hubs from 25 to 40 per cent. In addition to these advances all iron and steel entering into wagon construction has contributed its pro rata of increase. According to our leading manufacturers the cost of producing a standard farm wagon has increased all the way from \$4 to \$6.50 during the past year, and the prices for all such stocks continue to show a strong upward tendency.

In the production of buggies increases are also very marked. According to reports from across the line, and owing to the higher prices for iron and steel, springs and axles have advanced 25 per cent. within the last three years. Leather, cloth, rubber, enamelled goods, bow sockets, shifting rails, top joints, etc., have all advanced in price, and in some of the above items a further advance for the season of 1908 is probable.

A gentleman, closely allied with manufacturing interests, recently made the statement that by purchasing a certain grade of steel to be used in its products for 1907 trade some months in advance of competitors, a large plow manufacturing concern had effected a saving of over \$25,000 last year. At the present time the market for

raw materials shows a strong and healthy tone and there is very little likelihood of prices dropping for months to come, so that even though prices were to drop immediately to the level of four years ago manufacturers would still be compelled to put higher values on their 1908 product as the raw materials for these are already purchased, and the dealer would be forced to follow this action by higher prices to the consumer.

With the increased values of

the past the consumer has had little to do. These, in almost every instance, have been absorbed by the manufacturers, jobbers and retail dealers. Affairs have reached such a point that the absorption process can be no longer continued and the advances must be borne on the shoulders of the consumers, who have been paying very little more for their farm implements and vehicles than they were five years ago.

Brandon Gasoline Engines

for

Power
And
Profit

"Brandon" Engines are recognized
as the Standard for

**Reliability
Durability
Efficiency**

They furnish motive power and profit for the farmer and selling power and profit for the Dealer. Buy "Brandon" engines, Mr. Dealer, and know what you are getting. They're backed by the maker's guarantee. Write us for full particulars.

"Brandon" Trip Hammers have won a reputation for their **Simplicity of Construction, Great Durability and Strength.** They are compactly designed. Every frame one solid casting. Friction clutch pulley drive. Speed and weight of blow instantly regulated by operator's foot. Tension spring cushions blow at upper and lower extremities of stroke. Ram of hammer



Brandon Trip Hammers

are

Simple
Strong
Durable

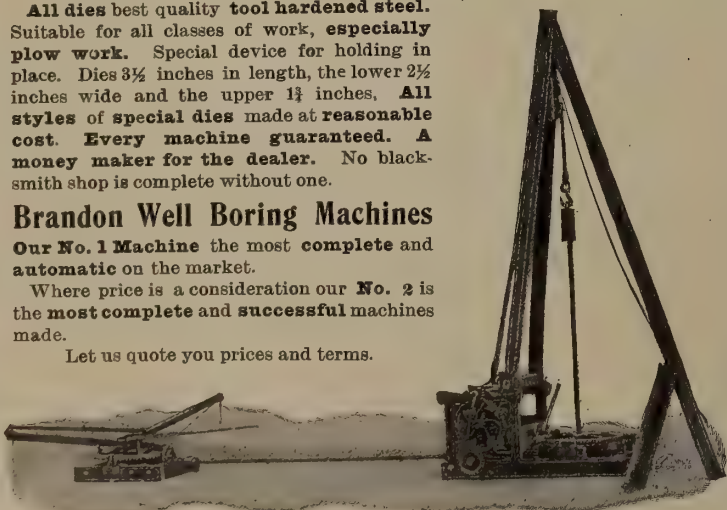
may be raised or lower immediately by operator, in order to admit metal of various sizes.

All dies best quality tool hardened steel. Suitable for all classes of work, especially plow work. Special device for holding in place. Dies 3½ inches in length, the lower 2½ inches wide and the upper 1½ inches. All styles of special dies made at reasonable cost. Every machine guaranteed. A money maker for the dealer. No blacksmith shop is complete without one.

Brandon Well Boring Machines
Our No. 1 Machine the most complete and automatic on the market.

Where price is a consideration our No. 2 is the most complete and successful machines made.

Let us quote you prices and terms.



**The Brandon Machine Works Co.,
LIMITED,
Brandon, - Manitoba.**

Fair Officials for This Year.

At the annual meeting of the Winnipeg Industrial Association held recently the following officers were elected for the ensuing year: President, George H. Greig; Vice-President, A. A. Andrews; and Manager, Dr. A. W. Bell. We understand that Mr. R. J. Hughes, who has been secretary-treasurer for some years past resigned on March 30th and intends to return to the old country. Whether or not there will be appointment made in his stead is not definitely known. Two prominent members of the Winnipeg wholesale implement trade are on the Executive Committee, in the persons of Mr. Joseph Maw, of Joseph Maw & Co., and Mr. J. E. Ruby, of the Frost & Wood Co.

Last year's exhibition from a financial point of view was one of the most successful in the history of the Association. In the matter of improvements of grounds and building, exhibits of stock, threshing machinery, gasoline engines, cream separators, and all other lines, the fair of 1906 was vastly superior to all previous events. Last year we heard considerable criticism of the attractions program put on by the Association but as Mr. Joseph Maw has been appointed chairman of the Attractions Committee for this year we will look for great improvements along this line. We ought to get them.

Stratford Cordage Co. to be Wound Up.

The Stratford Cordage Company, Stratford, Ont., on the application of the Traders' Bank, which recovered judgment against the company for \$4,445, but was unable to collect it, is to be placed in the hands of the London & Western Trust Company as liquidator at the end of thirty days reports The Toronto Globe. Of the \$40,000 capital stock, \$9,700 was paid up. President Nelson Richardson, in an affidavit, stated that the company's factory was leased to the Perth Flax & Cordage Company for \$8,000 which could be considered an asset.

Proposed Changes in Minimum Weights.

In a recent issue we mentioned the likelihood of an increase in minimum carload weights across

the line. The following changes in classification affecting implements and vehicles have been proposed and are under consideration by the Official Classification Committee, whose territory comprises the states east of Illinois and north of the Ohio River:

To increase the minimum weight on agricultural implements in carloads from 20,000 to 30,000 pounds.

To increase the minimum weight on farm wagons from 16,000 to 20,000 pounds.

To transfer buggies and carriages in carloads from third to second class, increasing the rate 30 per cent.

It is said that the various associations of manufacturers, interested in these lines, will vigorously oppose the above changes.

Against Railway Extensions.

In the Dominion Senate, a short time ago, Senator Perley made the statement that Canadian railroads were so busy extending their lines in the West that they had neither time nor capital to devote to the securing of motive power or rolling stock. As a result farmers were unable to get cars for the purpose of shipping their grain, consequently were forced to borrow money and pay interest to the banks. The Senator might also have stated that the failure of the railroads to supply cars for the transportation of grain has caused dealers and merchants to be out of their accounts months after date of maturing, and the money the farmers have borrowed from the banks has not been sufficient to pay these bills and also living expenses. The men engaged in the retail business have suffered almost as much as the farmers through the lack of cars. The action of the Railway Commission in connection with the extension of roads and the securing of equipment, noted in another column, will be appreciated if closely adhered to.

Keep It Down There.

In several states across the line considerable agitation is on foot for the manufacture of farm implements and binder twine by convict labor. Already a number of states have twine plants in operation and during the past winter bills have been introduced in these states, and others, advocating the establishment of implement factories. We hope the germ that infects legislators with the desire for such fool enactments as these will be confined to our cousins of the south.

See what Canada is doing. All Canadian made goods.



The incoming and outgoing shipments of one day at our Winnipeg Warehouse. Thursday, July 26th, 1906

SAWYER & MASSEY COMPANY, Limited

Factory: HAMILTON, ONT.

WINNIPEG, MANITOBA

MONITOR DRILLS



**DOUBLE DISCS
SINGLE DISCS
SHOES AND HOES**

Double Discs. We have overcome all difficulty heretofore encountered with our Double Discs. We guarantee these Drills to work right, without clogging, in any soil, under any condition that any Drill made can work in, and in addition to this, they deposit **all** the seed at the bottom of a clean wide furrow in two rows, spreading the seed further apart than any other makes of Drills, and cover all seed uniformly.

Single Discs. As shown by cuts, they drop the seed in front of the axle **with the downward turn of the Discs.** The discs thereby aid to carry all the seed to the bottom of the furrow. Discs sowing behind the axle with the upward turn of the Discs, tend to carry the seed **out** of the furrow and drop a large portion on top of the ground.

Draw Bars. All Disc Draw Bars are like those shown on the Single Disc. They are flat and straight. There is no strain on the bars **up or down**, it is all **sideways**. We have the strength where it's needed. No wobbling, no getting out of alignment, no breakage.

Our Catalogue No. 31 describes all machines in detail, ask

The Fairchild Co. Ltd.

WINNIPEG

REGINA

CALGARY

Or **Monitor Drill Co.**

:

:

Minneapolis, Minn.



Some Separator Reasons for the Dealer.

In view of the fact that a very large proportion of those engaged in the selling of cream separators are continually coming in contact with prospective buyers at this season of the year we herewith recapitulate a few telling arguments in favor of the machine, which every dealer will find of value in combining with the regular line of talk he has relative to the particular separator he is handling.

1. The hand cream separator is a necessity on every farm where cows are kept for milking purposes.

2. By the use of the machine the amount of butter-fat lost in skim-milk is reduced to a minimum.

3. It saves time and money as well as the space always required for the accommodation of utensils under the old-fashioned methods of raising cream.

4. It produces a vastly superior and infinitely more uniform quality of cream.

5. It protects against undesirable bacteria and insures purity of product.

6. It removes disease germs

and greatly enhances the keeping qualities of the butter.

7. It eliminates the cost and handling of ice which is necessary always if the milk is to be kept sweet and fresh.

8. The skim-milk is in a better condition for feeding to young stock after separation than under the old system of deep-setting and skimming.

There are a few other things which it is well to remember at this time and these we enumerate as follows:

Every dealer should make a resolution to avoid contests. They don't pay and result detrimentally to the agent selling separators.

It is always desirable to sell machines of a larger than a smaller capacity. The larger the capacity the quicker the work can be accomplished.

Always see that the machine is in perfect adjustment when set up and impress the purchaser with the necessity for keeping it in this condition.

Keep the machine properly oiled is always good advice for the farmer. Don't apply too much oil, but only that necessary

to the perfect operation of the separator with the least possible friction.

Always use a good quality of oil. Cheap oils gum and cause endless trouble. Every purchaser should be made to realize this.

Don't hesitate about pointing out to the farmer the great necessity for keeping the separator clean. No machine will separate milk properly when not in this condition.

Every dealer when putting a machine down should be careful to see that it is sitting perfectly level and on a firm foundation.

The life of the separator depends almost entirely on the care it receives. The highest grade separator will speedily be rendered useless by carelessness and inattention on the part of the operator.

If the mechanical care of the cream separator is important, the sanitary care of the machine is doubly so as affecting the purity of the product that passes through it. Milk very rapidly becomes unfit for human or animal food when it is not kept clean and handled in cleanly vessels.

The separator will pay for

proper treatment and right use. No dealer should allow any farmer to forget this.

Edmonton.

The new track warehouse of the George Manuel Co. is completed.

Mr. James Latimer, of the Cockshutt Plow Co., Calgary, was in the capital for a few days a short time ago.

The Bellamy Co., of this city, are about to erect a large two-storey warehouse as an addition to their present quarters. This new structure will be 60 x 100 feet, facing on Howard and Rice Streets respectively.

The Massey-Harris Co. are building a two-storey and basement track warehouse just north of the line of the Canadian Northern. The size of the structure will be 64 x 80 feet.

Mr. James Henning, inspector for the Alberta Branch of the Massey-Harris Co., was in this city a short time ago spending a few days with the local agency of the company. He left by C. N. R. to visit a number of other Massey-Harris agents along that line. We wonder if he ever got back.

Collections have been exceedingly



THE MAGNET.

The claims we make we want to prove before you put a dollar of your money in the Magnet.

We own property in each of the Western provinces whereon to erect warehouses and establish branches. We are here to stay. We are not after catch orders. We desire to build up a steady business, founded on mutual confidence between our agents and ourselves.

Our Mr. T. S. Petrie is resident manager at Winnipeg for Manitoba, and will also manage the business for the other three provinces until we appoint a separate manager for each.

THE PETRIE MANUFACTURING CO., LIMITED,
132-134 Portage Avenue WINNIPEG.

HEAD OFFICE AND FACTORY: HAMILTON, CANADA

REGINA. CALGARY. VANCOUVER. VICTORIA. ST. JOHN.

DO YOU WANT TO MAKE MONEY?

We do not ask you to buy one or any number of our Magnet cream separators. We place them with you on a fair and reasonable commission and so considered by all our agents.

We accept in settlement farmer's or dairymen's paper.

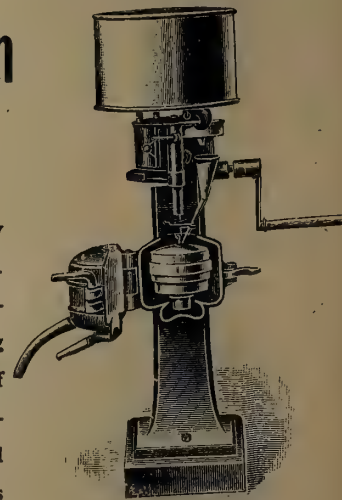
Our general agents assist where required, free of cost.

Our entire output of Magnet cream separators has been sold in the East during the past nine years. The Magnet has an established reputation for being the strongest, easiest operated, best every day skimmer (leaving only from one to two ounces of butter-fat in a ton of milk), easiest to clean (requiring less than five minutes after operating because there is only one piece to clean), and it is admitted by every mechanic that it will last a life time owing to the spur or square gear with which it is made.



Melotte Cream Separators

Are the most satisfactory machines an agent can sell. They never bring him dissatisfied customers. Being unexcelled in all points of excellence. We have undisputable evidence of the hard wearing qualities of this machine.



FLORENCE PUMPS

These high grade wood pumps have won an enviable reputation for hard service and honest value.

Specially adapted to our rigorous Western climate, both winter and summer.

Write us to-day for prices and information of these two superior lines.

Melotte Cream Separator Co. Ltd.

W. ANTLIFF Manager

Winnipeg,

Calgary.

slow this year. The same cry is coming from all sections in this district. The causes assigned for this state of affairs are severe weather, bad roads and the inability of farmers to get their grain out. The railways are in very poor shape for conveniently handling goods consigned to them, which has resulted in much delay and loss to all wholesale and retail interests. Goods that were ordered early last fall are not reaching points of destination, and thousands of dollars' worth of business will be lost through the dealers not being able to supply the wants of the farmers for spring goods and having to carry the stocks over for another year.

Mr. E. Christianson, representative of Reeves & Co., Winnipeg, was in the city on business during the past month.

Dick, Christie & Co., implement dealers at Didsbury, Alta., have dissolved partnership. Mr. Christie intends to continue the business.

Mr. A. Adam recently opened up in the implement business at Strathcona, and Elmslie & Co., of the same place, sold out a few days ago.

A Dealer's Opinion of the Cream Separator.

Sidney, Man, April 9th, 1907. Gentlemen:—

I have noted, with pleasure, from month to month, your expressions and advice to implement dealers to take up the sale of a reliable cream separator, and was particularly amused with the opinion expressed by a member of the trade reported in your March number, that it was not wise for the dealer to sell cream separators as there is too much competition nowadays.

From personal experience I can cheerfully recommend your advice in connection with dealers selling cream separators. At the present time I am the agent in this town for a well-known cream separator and while I admit that a year ago I was much inclined to feel as our friend of your last issue feels now, still the general agent for the company whose machine I handle succeeded in convincing me of the desirability of taking up a separator and I have found the business both pleasant and profitable.

During my first year, 1906, I sold twenty hand cream separators and am confident that I will considerably exceed this during the present year. Already I have placed orders for eight and may

candidly say that I almost know where each is going. I intend to work more actively in the future in selling these machines than I did in the past. I believe that a good cream separator is simply another means of assistance to better farming on the part of our farmers and I would recommend our doubting friend to secure the agency for an up-to-date, reliable cream separator, push its sale, and I am sure he will change his mind and admit that the selling of these machines is a business that pays both the customer and the dealer.

Thanking you in advance for the space you will allow me in your valued paper, I am,

A Constant Reader.

Editor's Note. We are specially delighted to reproduce such letters as this one sent by Constant Reader.

In order to make the letter suitable for publication in the reading columns of our paper, we have eliminated mention of the particular machine he is handling.

A New Manufacturing Concern Organized.

During the past month a new concern with a capitalization of \$100,000, and to be known as the Royal Manufacturing Co., with a

place of business in Winnipeg, was granted articles of incorporation by the Manitoba Government. This new organization has taken over the business formerly conducted by the Norris Implement Co., and the following are among the principal stockholders and occupy the following positions on the board of directors: President, H. T. Helgeson, Regina; Vice-President and Treasurer, C. S. Whitworth, and Secretary, George Norris.

It is the intention of the Royal Manufacturing Co. to continue the production of the machinery manufactured by the Norris Co., as well as continue representation for the various lines formerly controlled by the defunct firm, but we understand they intend to greatly increase their output and secure the agency for numerous other lines of goods in addition to those they already have.

They will, we believe, be in a splendid position to take care of the demands of the trade and it is their object to get goods out promptly. The following are a few of the lines that will be manufactured and sold by them: Fosston wind stackers, Canadian Monarch self feeders, Closs' adjustable sieves and chaffers, belt guides, oil pumps, thresher water tanks, etc., etc.

U. S. CREAM SEPARATOR

Mr. Dealer: Let us ask you—frankly—Are YOU getting YOUR share of the separator business in your vicinity? Perhaps you're not. May be you're trying to sell a machine that can't stand up against the strong competition you find. But there is no reason why YOU should not have YOUR share. YOU CAN. We still want some good agents—HUSTLERS—and if you're one of that kind, write us, and we'll make YOU a proposition that will put a U. S. right in your store.



Then you show it up. It will talk for you and with you. Its skimming qualities are well known, everywhere. Its simple, strong construction speaks for itself. **Show it up.** Look at the picture. A farmer can see for himself the absolute truth of your claims. Remember, too, you have all the advantage of our reputation. We've been dealing with farmers and dairymen over thirty-three years. **They know us.** We've been making the U. S. nearly half that time. **They know that, too.** The U. S. itself fulfils the claims made for it, and there is a reputation and a guarantee back of those claims that farmers respect.

What do YOU say? Its up to YOU. May we talk it over? Write us right away. You can get a good start on this season's trade. This is the time of year to push separators hardest. We can give you prompt deliveries, as we have eighteen distributing warehouses.

VERMONT FARM MACHINE COMPANY
BELLOWS FALLS, VT.

As good as the De Laval

is what the agent for another wants you to believe about his separator.

Juries on awards at International Expositions and separator contests have never believed it.

Do You?



(and aside from other differences De Laval Separators skim 25% more milk in a given time than others represented to be of corresponding size.)

The De Laval Separator Co.,
WINNIPEG.

Representatives Everywhere

Three Cents per Mile Limit.

The Dominion Railway Commission recently ruled that all railroads, operating in Canada, east of the Rocky Mountains, must not charge a rate exceeding three cents per mile for carrying passengers. During the present session of the House of Commons a prominent member introduced a bill providing for a two-cent per mile rate, which was defeated by a considerable majority.

We believe that the bill providing for a two-cent per mile rate had much to commend it. In Western Canada, where we have such great distances and the country is yet sparsely settled there is no doubt that a three-cent per mile rate is justified. But in Eastern Canada where the distance between towns is very much less and travel very much more, owing to the greater population, we think that the railways should be satisfied with a rate of

two cents per mile for carrying passengers. They claimed, however, that such a reduction in this line would mean a material increase in freight charges and in view of advancing prices for all kinds of machinery and vehicles at the present time this would mean disaster for many companies and individuals engaged in the trade. It must be admitted that the Railway Commission is proving a mighty profitable investment for the people of Canada.

Try a Follow-Up System.

While mailing lists are always useful it is during the selling season that dealers find a complete and accurate follow-up system to be of the greatest value. By it they are kept closely in touch with all prospective buyers for the various lines they handle, know just about the proper time, or as the scientist or educationist would say "the psychological moment," to approach each in-

dividual and always with some definite idea of what each farmer desires to purchase.

A mailing list and follow-up system is not only essential in that it gives the dealer an opportunity to keep track of all possible buyers, sales of competitors, terms of sale, etc., but it is also of great value in that it materially aids in an advertising campaign. Now, and it is as it should be, there are few in business to-day who fail to realize the value of judicious advertising. There are many different methods of carrying on a publicity campaign, but a thoroughly checked mailing list can be of inestimable value in each.

In the compilation of a mailing list or follow-up system the dealer has endless opportunities. When he is travelling round among the farmers of his district he generally comes to a knowledge of future purchases that are likely to be made. Unless these are jotted down they are liable to be forgotten and every man in the trade will admit that it's sheer folly to forget where a possible sale can be secured. Once down in a note-book and then entered on the cards of the follow-up sys-

tem the dealer has a method that, by careful scrutinizing from time to time, keeps him posted on just what the possibilities for sales are and when to "get busy." If you have never done so before inaugurate a mailing list this season, make it up-to-date, give it a thorough test, and beyond all question you will be greatly satisfied with the results secured from its use.

Some Advertising Advice.

Some foolish people advertise because the paper is nicely printed.

Some advertise for fun.

Some advertise to help out the editor.

Some advertise because the other fellow advertises.

But men with that uncommon commodity called "common sense" advertise to help the sales end of their business.

Good advertising of good goods in a good paper going to good people in the right line *always* pays,—this combination can't fail.

Men do not stay out of business because more than ninety per

The "MANITOBA LINE" a Money Maker



Because it is composed of reliable goods properly made, thoroughly tested, and carefully finished.

Our "MANITOBA" Windmill is the most scientifically constructed Mill in the World. Built to meet Western Requirements.

A Customer's Testimony

Moosomin, Sask., Feb. 11, 1907
Gentlemen,—For windmill power there is no mill to compare with your "New Manitoba." It excels all others for power and speed. It is the most substantial mill and the best value for the farmer. It crushes 30 bushels of barley per hour easily. Doubtless of this assertion, who have money to lose, should apply to me.

Sincerely, A. S. Dalgleish.

The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

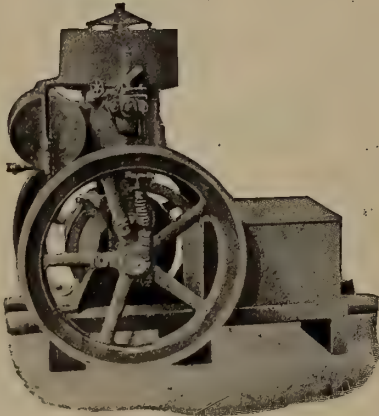
"MANITOBA" Steel Saw Frame Absolutely all Steel. Heavy Angle Steel Frame and Table. Note the Steel Cross Braces. "The Best that's Made."

The Famous "Manitoba" Pumps, known and recognized throughout the West as the "STANDARD OF EXCELLENCE."

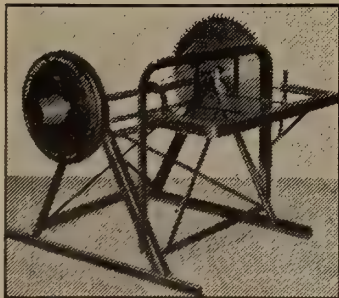
We Manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized Iron.

SEE OUR NEW "CANADIAN PETERS" PUMPS

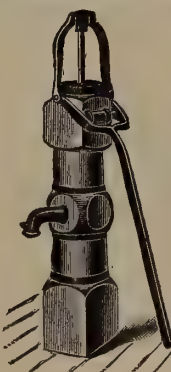
WRITE FOR CATALOGUES



THE "MANITOBA" GASOLINE ENGINE



"MANITOBA" STEEL SAW FRAME



The Manitoba Windmill & Pump Co., Ltd., Mfrs., BRANDON, MAN.

Box 301

Economy in Plowing by Steam

IS ASSURED BY USING



P. & O. Canton Plows

The Strongest and Heaviest Made.

We are the pioneer manufacturers of Engine Gang Plows; we have done more experimenting, have had more experience, and are therefore enabled to build plows that come nearer to meeting the demand than any other manufacturer. We are the **only manufacturers of 5 and 6 furrow moldboard plows.**

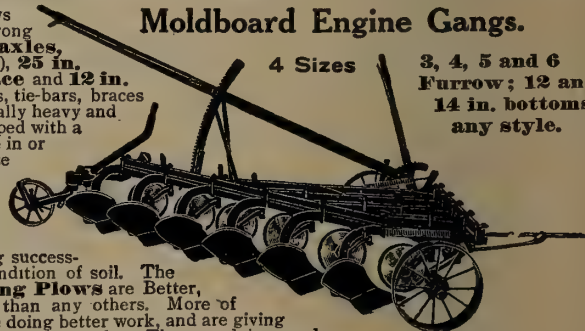
The Moldboard Plows

are very heavy and strong throughout, have **2 in. axles**, (the heaviest ever used), **25 in. wheels**, with **5 in. face** and **12 in. bearings**. The beams, tie-bars, braces and levers are exceptionally heavy and strong. They are equipped with a hitch which is adjustable in or out, up and down. These plows are guaranteed to work wherever plowing with traction engines should be done, and we can furnish them with bottoms for working successfully in any kind or condition of soil. The **Canton Engine Gang Plows** are Better, Stronger and Heavier than any others. More of them have been sold, are doing better work, and are giving better satisfaction than any other make. They are doing good work in places where other plows, weaker than ours, have been strained or pulled to pieces.

Moldboard Engine Gangs.

4 Sizes

3, 4, 5 and 6 Furrow; 12 and 14 in. bottoms, any style.

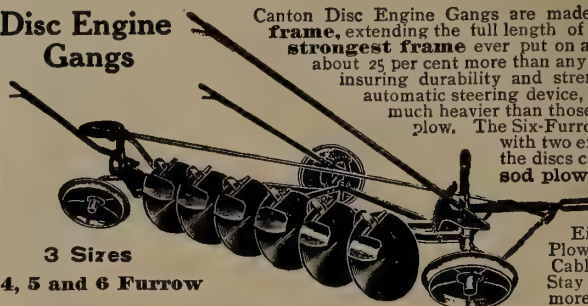


Disc Engine Gangs

Canton Disc Engine Gangs are made with a **solid double frame**, extending the full length of the plow; absolutely the **strongest frame** ever put on a disc plow. They weigh about 25 per cent more than any other disc plow, thereby insuring durability and strength. All sizes have our automatic steering device, and have **2 in. axles**, much heavier than those used on any competing plow. The Six-Furrow Plow can be furnished with two extra disc attachments and the discs can be set $7\frac{1}{2}$ in. apart for sod plowing.

3 Sizes

4, 5 and 6 Furrow



Either Moldboard or Disc Plows can be furnished with Cable, Cross Bar, Clevises and Stay Chains for hitching two or more gangs tandem.

If you are going to buy an Engine Gang, get the best. They are too expensive to trifle with. Write for our pamphlet, "**Plowing by Steam.**" It fully describes our plows, and gives valuable information as to the capacity of the different sizes, the power required, etc.

PARLIN & JORENDORFF CO., CANTON, ILL.

W. Johnston & Co. Ltd., Agts., Winnipeg

cent. of business houses fail.

There is always a reason for failure, and a reason for success.

There is no more danger of not making an advertising campaign pay than there is of not winning out in any detail of your business.

Go at it with horse sense and pay some attention to the job.

Some advertisers attend to their advertising as they do their religion—let the children and wife represent them.

Advertising rightly done produces more results than all other selling machinery—it never sleeps.
—From American Machinist.

Some People Learn, Etc.

From the Crown Drilling Machine Co., of Akron, O., manufacturers of portable well drilling machinery, drilling and fishing tools, jars, bits, spuds, etc., as well as upright engines and boilers, we recently received a copy of one of their latest and most complete catalogues. From cover to cover of this little work we found much to interest, and the cuts with which it is illustrated could not be improved upon, under present conditions of making same. The company argue along the same line in relation to their product and we quote the following from their foreword: "Some people learn much from books and think they know it all. Others have it pounded into them by actual contact and think they know it all. We are learned and pounded on the manufacture of well drilling machinery to such an extent that while we do not think we know it all, we are convinced that with the experience we have had, we know how to make drilling machinery and tools correctly."

Dealers interested should look

up the advertisement of this concern in this issue, and write their representative for a copy of their catalogues. Mention Canadian Farm Implements.

Splendid Immigration Outlook.

According to recent reports issued by the Canadian Government the returns received by officials of the Immigration Department already show that over three hundred thousand immigrants will leave European countries for Canada during 1907. This immense influx of population together with that from Eastern Canada and the United States means that Western Canada is assured of greater prosperity than ever before,—providing the crop makes good and it undoubtedly will, and it also means that before we enter on another year the three great prairie provinces of the West will have an additional half million population. We congratulate the entire trade on the splendid outlook for future business. Conditions never were brighter and we were never more optimistic.

Canada and Asiatic Labor.

Shall Canada exclude the immigration of Asiatic labor, or shall all such labor be admitted into this country under the same conditions as in the case of the Chinese at present, or shall all be allowed in unrestricted? are problems facing the Canadian people at the present moment. In factory, mine and field there is a great scarcity of labor which, it is claimed, is retarding the development and progress of the country. Mr. Dealer, Mr. Jobber, and Mr. Manufacturer, these are questions that interest you particularly and we would thank you to let us have your opinions concerning them.

For the Year 1907 a Special Business Proposition
is attached to the Agency for the

MOLINE WAGONS

Dealers handling the **MOLINE WAGON** can make a better showing because the factory stands practically all of the selling expense of the wagon.

It is all done by our comprehensive and far reaching advertising system which forces the attention of almost every farmer in Western Canada to the **MOLINE WAGON** in a way that he is convinced of its superiority over other makes.

An enormous demand for the **MOLINE WAGON** is thus created which enables us to turn a lucrative business right over to the dealer without any cost to him.

We pay the entire expense of getting the business; nothing to do for the dealer but to take the clear profits.

We are reimbursed for this additional outlay by the enormous increase in our business that was bound to follow such an unusual business method; the best business proposition offered an agent in many a day.

Write us for particulars. We of course are under contract for a great deal of territory, but it won't cost you anything for the inquiry to find out how we are situated in your respective location, and it may be possible you can take advantage of the benefits offered by the Moline Wagon Agency.

**More Moline Wagons sold in Canada
than all other American Wagons
combined.**

MOLINE WAGON COMPANY,
MANUFACTURERS,

Des Moines, Ia. Moline, Ill. Milwaukee, Wis.
GENERAL AGENTS

THE FAIRCHILD CO., Ltd.

WINNIPEG REGINA CALGARY

COAL PROSPECTORS

We have just what you want for cheaply taking out cores.
Write for particulars.

THE AUSTIN WELL DRILLS

will work faster, last longer, make better wells and more money than any other. Write for 1907 Catalogue and prices. Mention probable soil formation and depth to water.

THE CHICAGO AERMOTOR

was the first Steel Windmill and is still the best. Erected on the new Trussed Tripod Tower it is a "POWER FOR GOOD." Get our 1907 prices and booklets.

The WELL MACHINE & WINDMILL CO., LTD.

142 Princess St. Western Representatives P.O. BOX 309, WINNIPEG.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTEREST OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.

901-2 UNION BANK BUILDING,
WINNIPEG, MAN., CANADA.
Phone 518.

SUBSCRIPTIONS.
Fifty Cents per year. Single copies Five Cents
[Postage Paid Anywhere.]

ADVERTISEMENTS.
RATES MADE KNOWN ON APPLICATION.
Change of Copy for Advertisements should reach
this office not later than the 5th of each
month—Cuts and Copy for New Adver-
tisements can be received as late as
the 10th of each month.

This paper does not undertake to endorse
opinions that may be expressed in its cor-
respondence columns.

F. D. BLAKELY - President and Manager.
P. G. VANVLEET - Vice-President.

Member Western Canada Press Association

EASTERN OFFICE:

1 Wellington St. W., Toronto, Ont.

CHICAGO OFFICE

4601 Champlain Avenue.

A. S. CORE - Representative.

Entered in Post Office at Winnipeg as second
class matter.

WINNIPEG, MAN., APRIL, 1907

Is it a Late Spring?

After having taken a hopeful view of the situation up until the very last moment before going to press, we must confess that the outlook for getting the railroads cleaned up and the cars of implements through to points of destination before farmers commence to demand spring goods is very blue. A great portion of the West has been visited by another heavy fall of snow, so that there is nothing but a late spring for it.

Our agricultural friends are to be congratulated that they succeeded in getting so much of their plowing done last fall. It is argued by some of those best informed that there will be very little seeding done before the end of the present month or the first of May, but many old timers, with good memories, will remember that some of the largest crops harvested in the early days were those the seeding of which was not accomplished until after the beginning of May. For the sake of the trade we wish conditions were different, but being as they are we must make the best of them. We may have a late seeding season but we are optimistic enough to expect another big, bumper crop.



F. D. BLAKE

New Advertising Manager.

On March 30th. Frank D. Blake, for the past four years in charge of the advertising of the Rock Island Plow Co. of Rock Island, Ill., resigned to become Manager of the Advertising Department of Deere & Co., of Moline, Ill. To those connected with the implement trade of the United States there is probably no better known member of the implement fraternity than Mr. Blake. His work has been recognized from one end of that country to the other for its originality and attractiveness of style, and he is acknowledged as one of the "headiest" advertising men in the implement business. In connection with his publicity matter he has ever shown himself an implacable foe of the "catalogue house," and whenever the opportunity offered was always ready to throw hot shot into the ranks of the enemies of the retail dealer. In this connection his tirade on "Who's Your Friend," was one of the most pointed collection of arguments against the mail order system of doing business that ever came to our attention. His advertising has been of the attractive, make your point and drive-it-home character. Two phrases, coined by him, that shall live long in our memory are: "Crook your finger at our traveller" and "Lick a stamp now." He believes in using good cuts, catchy illustrations, plenty of white space, hard-hitting argument, and natty display. No doubt in the future our readers will have plenty of opportunity to study Mr. Blake's style. We join with other members of the trade, as well as his many personal friends, in wishing the new Advertising Manager for Deere & Co., continued success.

Harvester Repairing.

This is a subject that has vexed and puzzled many implement dealers and agents throughout the country for some years. Most dealers have no doubt asked themselves over and over again the question, "What am I going to do this year in regard to this matter." It will be remembered that in the early years competition between the various dealers and agents representing harvester firms was very keen, and, unfortunately, many dealers and agents resorted to the unbusinesslike practice of caring for binders and repairing them without charge to the customer year after year. Thus in every community a large percentage of the farmers have been educated to expect that the purchase price of a binder embraces what may be called a perpetual arrangement that the dealer or agent would look after his binder and keep it in repair throughout the life of the machine.

The conviction is now forced upon the dealers and agents in the harvester trade that this custom cannot be continued. When the matter is viewed in its proper light no reasonable farmer will ask or expect the representative of any harvester company to go out into the country, to do which it may be necessary for the dealer or agent to hire a livery rig, and carefully overhaul the customer's binder, replace any parts that may be worn or broken, and do this without charge to the farmer.

The warranty on binders covers a sufficient period to put it be-

yond question that the machine, after having received a thorough test, is left by the dealer or agent in perfect working order, and that any repairs or overhauling required subsequently are either the result of ordinary and unavoidable wear, or are caused by careless or unskilled handling. Whichever of these may be the reason in any particular instance in neither case is the dealer or agent liable.

In no other line of business that we know of is the same service required as is required of harvester dealers or agents, nor has this precedent been established in connection with any other goods which are used on the farm, and it is time that the principles which govern in other departments of trading govern in the harvester business also, and farmers arrange to shoulder the responsibilities which are properly theirs. It may be necessary in some cases that a dealer or agent should give attention to a particular machine, but if the machine has been in use for more than one season then the customer should be willing to pay the dealer or agent an amount that is reasonable and fair for his time and expenses incurred in undertaking the work to be done.

If an idea exists in any section or community that a dealer or agent in the harvester trade earns sufficient commission on the sale of a harvester to admit of his giving attention to the machine for from three to five years, more or less, this is an erroneous impression, and one that we should hasten to correct. Every agent in the harvester trade expects to look after the setting up, delivering in good order, and the starting of every binder for which his customers may give him an order, and the dealer or agent is quite within his rights in expecting that if a customer's machine requires to be repaired after the first harvest that he is justly entitled to make a reasonable charge to cover his time and necessary expenses in undertaking such work.

Advanced Prices Perfectly Justified.

By far the most interesting and absorbing topic of conversation in trade circles at the present time is that affecting higher prices for all kinds of farm machinery and vehicles. Close study of prevailing conditions fails to reveal the

possibilities of reductions in market quotations for iron and steel for many months to come. The very opposite is the case. Manufacturers of these lines have orders booked months ahead and those engaged in making agricultural implements and vehicles are paying greatly increased prices for all classes of raw material for their 1908 output.

In view of these advancing prices it is folly for the dealer to endeavor to stem the tide by absorbing the increases and selling to the consumer the same article for the same prices as have prevailed in the past. Margins are as narrow as profitable trade will allow at the present time and the dealer who fails to keep up to the changing conditions is following a course that cannot but result very unprofitably for him.

With the members of the retail trade we realize that it is not an easy matter to increase the cost of any article to the consumer, when that article has been selling for a standard sum for a number of seasons. Despite all this, however, it is incumbent that prices on almost all lines handled by the trade should be advanced, and the sooner the better.

In view of the satisfactory explanations that can be given as to why increases are imperative we believe that the farmer cannot grumble greatly. The whole matter resolves itself into this: deterioration of the quality of the product or a general increase in price. Every dealer knows which is the better and so does the consumer.

The great scarcity of raw materials entering into wagon and carriage construction, the general depletion of the forests, and the great and growing demand for these lines mentioned has resulted in action by the wagon manufacturers of the United States. They have formed a company to produce their own wood materials because they believe that organizations endeavoring to control this class of goods have been charging them exorbitant prices.

With conditions such as they are, and such as they are likely to be for some time to come, we believe that an advance from seven to fifteen per cent on all lines is justifiable and that in the interests of the retail trade it should be made immediately.



CHARLES A. ROSE

Another Recent Appointment.

Mr. Charles A. Rose, of the Kansas City Branch of the Rock Island Plow Co., of Rock Island, Ill., has been appointed Advertising Manager to succeed Mr. Frank D. Blake, who recently resigned to accept a similar position with another implement concern, note of which is made in this issue. Mr. Rose brings to his new position a ripe and varied experience in the implement trade. He made his start with the Acme Harvester Co., at Wichita, Kan., in 1892 as stenographer. Desirous of being more actively connected with the selling end of the business he secured a position with the same company as traveller, which he held for six or seven years. In 1899 and 1900 he forsook the road and opened up in the retail trade in a Western Kansas town, but gave this up to hitch with the Kansas City branch of the Rock Island Plow Co., in 1902. A year later saw him in charge of house sales and correspondence for this company and later he took charge of the publicity end of the branch house, which he held until his recent promotion as head of the advertising department of the parent organization. This concern clearly reflect their confidence in Mr. Rose's ability, because their advertisements in the past have been marked by an originality and style that placed them in the front rank of implement advertisers. We wish Mr. Rose all the prosperity that industry and skill can achieve.

Personals.

Mr. J. A. Reichert is the name of the gentleman who has succeeded to the implement business of J. L. McDougall, at Virden, Man.

Mr. A. Adam recently commenced trade at Strathcona, Alta.

It is reported that Elmslie & Co., of Strathcona, Alta., have gone out of business.

Mr. Jos. McKeever, implement and vehicle dealer, of Oak Lake, Man., called on many members of the local implement fraternity when in town recently.

Mr. George Christie, the old-time and once well-known implement and vehicle dealer, of Emerson, Man., was in the city recently. While here he called on many members of the jobbing trade, renewing old acquaintances and shaking hands with friends of the days gone by.

Mr. B. Beatty, of Beausejour, Man., was in Winnipeg on a business trip during the past month, and reported excellent prospects for the coming season. While here he called on the Cockshutt Plow Co. and a number of the other jobbers.

The firm of Aikens & Griffin, of Shoal Lake, Man., recently dissolved partnership, Mr. Aikens continuing. Mr. J. Griffin was in the city on a hurry-up trip a few days ago, and while here intimated his intention of going out to Victoria, B.C., where it is his intention to engage in the hardware business.

Mr. H. A. McIntosh, of the well-known firm of Lockhart & McIntosh, of Rapid City, Man., was in the city for several days during the past month visiting local jobbers for the purpose of looking

over stocks and arranging for spring shipments, etc. He reported a splendid outlook for sales of early lines and stated every indication was in favor of a most successful season's business. Collections were reported backward, but Mr. McIntosh felt confident this condition would be rapidly remedied with the coming of spring.

Mr. J. A. McKellar, one of Brandon's popular dealers, was in Winnipeg within the last couple of weeks. He made the trip for special purposes of looking over stocks of spring goods and selecting additional lines to meet his wants during the coming early season. He was very pleased with the results of last year's business, but was of the opinion that 1907 trade would greatly exceed that of 1906.

Mr. Thomas Kirke, of Myrtle, Man., strolled into our office during the past month, and after making himself acquainted we had the pleasure of a very interesting chat on subjects affecting trade interests. Speaking of the business of 1906, Mr. Kirke stated that the volume of sales was exceedingly satisfactory. Farmers in that district had been successful in harvesting a splendid crop, and the outlook was, as a result, very bright for the implement man during this season. While here he called on many members of the trade, looking over stocks and selecting spring lines.

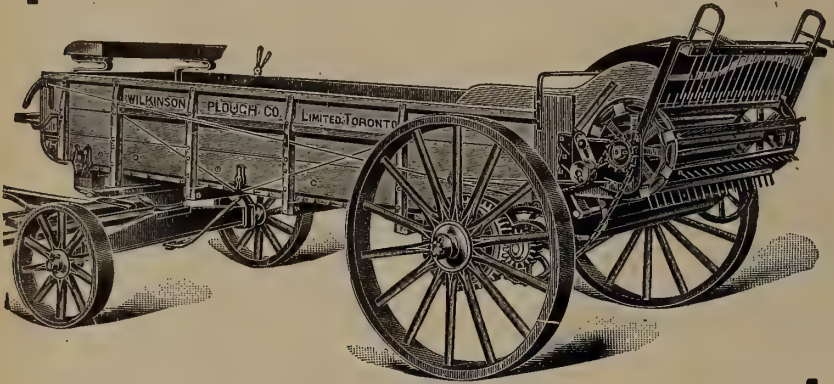
Mr. A. B. Petrie, President of the Petrie Mfg Co., of Hamilton, Ont., with western headquarters in Winnipeg, was in the city for several days a short time ago in connection with his interests here. He was extremely gratified at the progress the Winnipeg branch is making, and assured us that as soon as business demanded it they would establish branch managers in each of the other provinces of the West.

Contractors are busily engaged in the erection of a new garage for Joseph Maw & Co. This new structure, which will face on both King and Princess Streets, it is stated will be the largest garage without posts on the whole continent. It is expected that it will be ready for occupancy about the 1st of June. Mr. Joseph Maw, speaking of conditions affecting the automobile trade recently stated that there was every indication of a most successful season. For this year's business his company have already received between fifty and sixty cars and have made shipment to the following out of town points: Brandon, Souris, Qu'Appelle, Strathcona, Indian Head, Saskatoon, Lethbridge, Prince Albert, and numerous other places. Most of these were Reo cars, a type that has been found eminently adapted to the prairie roads of our West.

The Wilkinson Plough Co., Ltd.

Toronto, - - Ont.

MANUFACTURERS



The Great Western

Endless Apron

Manure Spreader

Should be on every farm whose owner expects to keep up with the times because it makes the manure go **twice as far**, and manure properly applied with a Spreader **increases the actual crop 25 per cent.**, increases the fertility of the soil, replacing what the crop takes away, and **reduces labor** to a minimum.

THE GREAT WESTERN has an **Endless Apron** always ready to load and no small or weak parts to break or get out of order. No cranking back.

The **Wheels track**, the load is **evenly balanced** and the **horses hitched close**. This accounts for the Great Western being the **Lightest Draft Spreader** known.

A **Non-bunchable Rake** prevents chunks slipping through.

The Machine is **Strong, Simple, Well Made and Well Finished**.

DON'T FORGET

OUR

**DRAG and DISC HARROWS, WAGONS,
LAND ROLLERS, PACKERS, WHEEL
BARROWS, STRAW CUTTERS, Etc.**

The Stewart-Nelson Co., Ltd.

Winnipeg

Sole Agents for the West.

Anderson & Olson is the name of a new concern at Leavings, Alta.

J. M. Madison is the name of a new beginner at Canora, Sask.

Mr. W. J. Doyle recently took over the implement business of H. Hamilton, of Tisdale, Sask.

Mr. Ray Campbell succeeded to the implement business of J. A. Brandon, at Hitchcock, Sask.

Crossley Bros., of Saltcoats, Sask., recently took over the hardware and implement business of Mr. A. Anderson.

The firm of Wright & Davis, of Lumsden, Sask., have changed their name to that of S. Wright & Co.

Mr. Jerry McDermott, dealer at Bowden, Alta., recently sold his business to Mr. H. J. Saturley.

Mr. A. Rondeau is the latest addition to the ranks of the implement fraternity at Somerset, Man.

McLeod & Morin are opening up in the agricultural machinery business at Estevan, Sask.

H. H. Tubman commenced an implement warehouse at Rouleau, Sask., recently.

Menzies Bros., recently opened up in the implement business at Shoal Lake, Man.

Pollock & Maloney, of Manitou, Man., recently took over the business of Hill & Co. at the same place.

The business of Anderson & Miller at Claresholm, Alta., was dissolved during the past month. Mr. Miller continues.

The firm of Miller, Janzen & Co. of Warman, Sask., will be in future known as The Central Saskatchewan Distributing Co.

The Bruno Lumber Co., of Bruno, Sask., have taken on a line of farm implements, and will be known as the Bruno Lumber & Implement Co.

Mr. Gordon McQueen, implement dealer at Carievale, Man., recently disposed of his business to Mr. Thomas Henderson.

Phillips & Brandon is the name of a new concern that recently

opened in the implement business at Estevan, Sask.

Archer & Simpson, well-known dealers of Innisfail, Alta., dissolved partnership a short time ago. Mr. J. A. Simpson continues.

Mr. R. McKenzie, Manager for the McLaughlin Carriage Co., recently made a brief trip to the Twin Cities on business.

Matchett & Andreas have acquired the implement and vehicle business of the old firm of Grad & Andreas at Balgonie, Sask.

Blair & Cameron are opening up in the trade at Leavings, Alta. This is the second concern recorded starting at this point during the past month.

Mr. E. L. Garrison, of the Trade Department of the Moline Plow Co., of Moline, Ill., was in the city during the past couple of weeks on a visit to the Canadian Moline Plow Co.

Earl Grey, Sask., recognized another addition to the ranks of the implement fraternity of that place in the person of Mr. S. E. Channly.

C. T. Lapp, one of the partners of the farm machinery and vehicle business of Brown & Lapp, at Frobisher, Sask., has decided to go it alone. Mr. Brown retires.

Mr. Thos. Delahaye, Manager of the National Mfg. Co., with headquarters in Toronto and factory at Pembroke, Ont., was in the city recently visiting his company's representative here, Mr. C. C. Macdonald.

Mr. Fred Weed, Manager of the De Laval Separator Co., returned to the office during the past month after having spent several weeks in California. He reports a splendid time, is feeling as lively as ever, and is in great fettle for another season's work.

Mr. John Arbuthnot, ex-Mayor of Winnipeg, and now a resident of Victoria, B.C., recently purchased an Olds touring automobile for use there. We understand the purchase was made through Joseph Maw & Co., of this city.

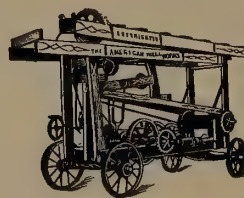
Mr. W. D. Bentley, representative in Canada for the Bradley Mfg. Co., of Bradley, Ill., recently made his initial trip in this country for his new connection, proceeding along the Manitoba and North Western Branch as far as Birtle, Man. He reports excellent results from his first venture on the road, and is most enthusiastic about Bradley goods and the future.

D. Ackland & Sons, manufacturers of all kinds of bent woods and dealers in hardwoods, etc., are commencing the erection of an up-to-date factory opposite their present location on Higgins Avenue. This will be 60 x 120, three storeys high and is expected to be completed in order to take charge of this fall's trade. Thoroughly modern machinery, sprinkling plant, fire-proof glass windows and every latest convenience will be installed.

—THE— American Well Works AURORA, ILL., U.S.A.

Winnipeg Representative:

T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

CATALOGUES ON REQUEST.

Correspondence solicited—giving details of what must be accomplished.

We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.

MOLINE PLOW COMPANY

MOLINE, ILLINOIS



Makers of **The Famous Moline Plows and Other Flying Dutchman Farm Tools.**
Henney Buggies. Mandt Wagons and Bob Sleighs.
Light Running National Manure Spreader.
Jobbers of Success Grain Drills and Success Hay Tools.

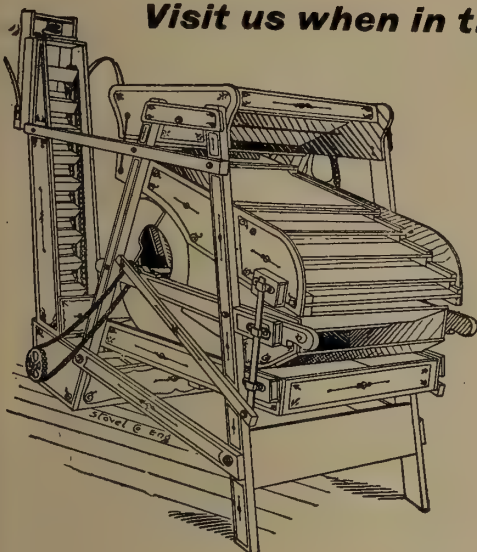
BRANCH HOUSES:

Kansas Moline Plow Co. - Kansas City, Mo.
 Nebraska Moline Plow Co. - Omaha, Neb.
 Minnesota Moline Plow Co. - Minneapolis, Minn.
 Texas Moline Plow Co. - Dallas, Texas
 Missouri Moline Plow Co. - St. Louis, Mo.

Eastern Moline Plow Co. - Indianapolis, Ind.
 California Moline Plow Co. - Stockton, Cal.
 Western Moline Plow Co. - Salt Lake City, Utah
 Canadian Moline Plow Co. - Winnipeg, Manitoba
 Colorado Moline Plow Co. - Denver, Colorado

Southern Moline Plow Co. - New Orleans, La.
 Oklahoma Moline Plow Co. - Oklahoma City, Okla.
 Dakota Moline Plow Co. - Sioux Falls, S.D.
 Oregon Moline Plow Co. - Portland, Oregon

Visit us when in the City--Take car to Louise Bridge--Our Factory will interest you



PLACE YOUR SECOND ORDERS NOW FOR SUPPLY OF "HERO" GRAIN SEPARATORS

WE SELL TO THE TRADE ONLY

WE DO NOT PEDDLE OUR MACHINES

Remember, Mr. Dealer, we protect you and at the same time give you the best grain cleaner and separator on the market.

The "Hero" excels in thoroughness of work and cleans oats from wheat perfectly. Every part of every machine is carefully and thoroughly built of the very best material that we can secure. It is light handy, efficient and reliable. It gives full satisfaction to every user and brings new business to every seller. Don't you want the grain cleaner trade of your district? If you do, handle the "Hero." Catalogue and full information will be sent immediately on receipt of your request for same.

HERO MANUFACTURING COMPANY LIMITED

WINNIPEG

Our Lines are Leaders and Money-makers for the Dealers

MONARCH, CLIMAX, AND KEYSTONE WELL DRILLING MACHINERY

Windmills—Towers—Tanks—Wood and Iron Pumps, single and double acting.

New Style Stickney Gasoline Engines, the simplest and best for the farmer. Has no "frills or fixins."

New Frictionless Empire Cream Separators, lightest running, closest skimming. *The best seller on the market.*

Grain Grinders—Saws—Feed Cutters—Horse Powers
Tread Powers.

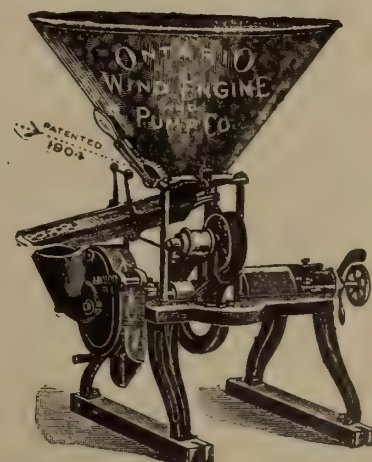
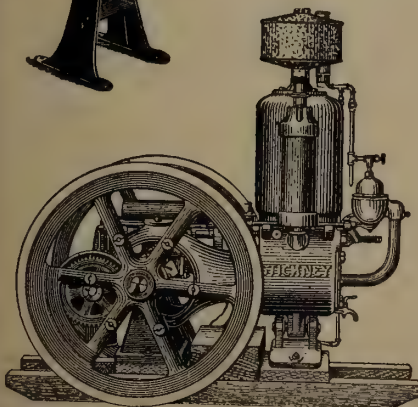
Galvanized Steel Flagstaffs.

Eagle Steel Lawn Swings.

Ontario Wind Engine & Pump Co.,

LIMITED.

Winnipeg.



Brandon.

Mr. C. D. Kimble, Manager of the Parson Hawkeye Co., of Winnipeg, Man., visited the Wheat City for a couple of days recently.

The North West Thresher Co. recently unloaded four large threshing outfits at this point. They report a fairly good trade in their line this early in the season.

Mr. L. J. Haug, of the firm of Haug Bros. & Wellmore, Winnipeg, who handle the products of the Avery Mfg. Co., of Peoria, Ill., was in the city last week proceeding from here to Regina and Saskatoon.

Mr. John A. McKellar recently admitted a partner in the person of

his brother, Mr. W. McKellar. The firm now do business under the style of McKellar Bros.

Mr. Walter Chisholm, implement dealer at Bradwardine, Man., visited our city a short time ago. He reports an active demand for plows and drills in the Bradwardine district.

We noticed Mr. John Tucker, of the International Harvester Co., on the street during the past week or ten days. We are always pleased to see John's genial and ever-smiling countenance.

Mr. A. D. Elliott, of the inspection staff of the Manitoba Branch of the Massey-Harris Co., was in this city recently inspecting the local branch of the company.

Mr. C. C. Boyle, representative of the W. I. Kemp Mfg. Co., of Stratford, Ont., who are manufacturing Imperial Disc Drills and Kemp Manure Spreaders, was in town for a few days during the past fortnight.

Scarcity of wood for fuel prevails again. Dealers have no stock and bitterly complain that they cannot get any because they are unable to get cars from the railroads. It's a burning question.

For three days commencing April 3rd, the Manitoba Teachers' Association held their annual convention in this city. The greatest attraction of the session was the addresses given by Dr. Stanley Hall, of Clark University. There were over six hundred teachers from all over the province in attendance.

Mr. E. A. Mott, manager for the Cockshutt Plow Co., of Winnipeg, Man., visited this city recently in the interests of his company's branch here. This concern are carrying a large number of gang plows and other goods in their local warehouse and are said to be in an excellent position to supply outside dealers with sorting up orders for this season's trade.

Mr. J. E. Ruby, Manager of the Frost & Wood Co., Winnipeg, was in Brandon not very long ago inspecting the local branch of his firm. This well-known company are doing a very large transfer business, etc., out of the Wheat City.

Mr. George Smith, formerly a partner in the old firm of Smith & Inglis, of this city, is going into the automobile business. He is opening up in the warerooms recently vacated by the Frost & Wood Co., on Princess Avenue. He reports bright prospects for sales during the coming season. We extend

George our best wishes for success in his new venture.

The Brandon Pump & Windmill works of this city, purpose erecting a large three-storey warehouse and pump works during the coming summer on the corner of Ninth and Victoria Avenue. They report business fairly active and recently unloaded a car of Star windmills, the product of Flint & Walling Mfg Co., Kendallville, Ind.

Mr. J. B. Cummings, late road man for the Massey-Harris Co. here, has entered into partnership with Mrs. W. J. Lindsay for the handling of farm implements and vehicles at Claresholm, Alta. Accompanied by his wife and family, Mr. Cummings left on the 6th of April for Claresholm. They have been residents of Brandon for many years, and hosts of friends regret their departure. We wish them well in their new home.

The weather has been very cold in many portions of the West with heavy snow on the 3rd and 4th of April. This resulted in trouble on the side lines of railways and further retarded seeding operations. It is doubtful if any seeding will be done before the 20th inst., even with the most favorable weather. The situation is not alarming, however, however, in view of the large amount of plowing done last fall and the acreage ready for crop.

Business generally is exceedingly good. Dealers visiting this city report sales of drills and gang plows about the same as last year. Collections are away behind previous seasons, and no pick-up is expected before the railroads are in a position to improve their lines, collect their cars and get the crop still in the hands of the farmers to market. Dealers are complaining of delays in shipments from jobbers, and many state that owing to the congested condition of traffic, and the inability of the transportation companies to get goods forward from point of shipment to that of destination before the seeding actively begins means that a large proportion of the trade will have to carry delayed stock over until another year.

TO HAVE

Efficiency

Durability

Simplicity, Safety

Convenience & Strength

BUY THE

NATIONAL

The Cream Separator that has proven to be the cleanest skimmer, to wear the longest; and has a low down supply can. Only five bearings, three of these are "case" hardened ball bearing. Very easy to turn, and easy to clean. Write for Catalogue and term to agents

WESTERN HEADQUARTERS

Raymond Mfg. Co. Ltd., 324-6 Smith St., Winnipeg

DISTRIBUTING POINTS:

CALGARY

PRINCE ALBERT

VANCOUVER



Cockshutt Harrow Cart.



Our New Harrow Cart is greatly superior to any other. The wheels are of large diameter with wide tires and long removable bearings which are absolutely dust proof; in fact they are of the same design as those used on our Jewel Gang Plow.

The wheels castor in turning, thus avoiding strain on the long connecting angles, while the design provides for steady running on uneven ground.

The axles are independent of each other, making a stronger and more convenient construction than if welded together.

The seat is high from the ground on account of the large wheels, thus the driver is less liable to be troubled by dust.

The angles which connect to the evener bar are heavy, and are made of high carbon steel which insures great strength.

The cart in design, material and workmanship is of the very best and will be found to give perfect satisfaction to the purchaser.

Cockshutt Plow Company, Ltd.

Winnipeg

Regina

Calgary

William D. Watson

Mr. William Dolman Watson, Secretary-Treasurer of the John Watson Manufacturing Co., of Ayr, Ont., and Winnipeg, died at his home in Ayr, on Monday, April 15th. The deceased gentleman had been suffering from a protracted illness of over a year, the cause of which was an insidious intestinal disease that baffled the skill of many prominent Canadian and United States physicians. The deceased was born in the town in which he died, about fifty-six years ago. He was the second son of the late John Watson, founder of the John Watson Mfg. Co. Having taken a full course and graduated from Oberlin College, Oberlin, Ohio, and a further commercial course in a famous Poughkeepsie N.Y. school, of that day, Mr. Watson returned to take up his life work in connection with his father's business. From that time on he was intimately associated with all matters pertaining to the office management of the company.

There was probably no better known member of the implement manufacturing interests than Mr. Watson. He made it a point to attend all exhibitions and fairs at which his company displayed their products and among those engaged in manufacturing similar lines there was no more popular representative. On several occasions, prior to 1893, he visited Western Canada, but has not been in this country since that time. During his life he took a prominent part in municipal and political matters. In religion he was a Presbyterian, and was connected with several fraternal organizations.

Mr. Archie G. Watson, manager of the John Watson Manufacturing Co., for Western Canada with head quarters in this city, is a cousin.

Now is the Time for Action.

There is every indication that before many months there will be a very general shake-up in connection with matters affecting the express companies operating in Canada. Canadian Farm Implements, during the past few months, has been carrying on an agitation in favor of reduced express rates and the necessity for the express companies granting another classification in addition to produce and merchandise. Now is the time for action on the part of every member connected with the trade. Reduced express rates are a necessity and in order to secure same the matter must be taken up with the Board of Railway Commissioners for Canada. Under the Railway Act no company shall carry any goods by express until their tariffs have been submitted to and approved by the Board. With the exception of joint tariffs between Canada and other countries, all tariffs must be filed and approved before the first day of May, and all other tariffs before the first of July, 1907.

This makes instant action on the part of the trade essential. At the last meeting of the Winnipeg Wholesale Implement Association the matter was discussed and the members were requested to send complaints and grievances to the Transportation Committee of the Canadian Manufacturers' Association at the earliest possible date, as that body intend taking the matter up with the Railway Commissioners.

The following is copy of a letter received from the Secretary of the Board of Railway Commissioners for Canada in reply to a query as to the jurisdiction of the Board in matters affecting express companies:

"Dear Sir,—I beg to acknowledge the receipt of yours of the

12th inst., and in reply to state that at the last session of the Dominion Parliament an Act was passed placing express companies within the jurisdiction of the Board, and they were given a certain time within which to file their tariff of tolls with the Board; but it was found, owing to the great amount of labor involved, that an extension was necessary, and they have, therefore, been given an extension until May 1st within which their tariff of tolls may receive the Board's sanction and approval. When the extension referred to of May 1st has expired, it is the intention of the Board to deal with all complaints, etc., which may be filed with it respecting rates charged by express companies.

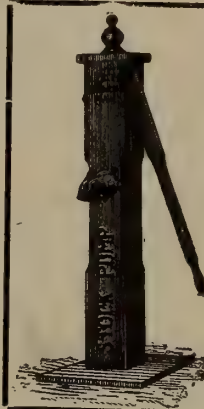
"(Sgd.) A. D. CARTWRIGHT."

Dealers who have complaints to make regarding high rates or negligence on the part of the operating express companies should immediately forward their complaints and grievances to the Secretary of the Railway Commissioners at Ottawa. There is yet time for the same to be filed, and in order to secure the greatest amount of consideration it is necessary that every dealer exert himself in regard to this matter. It is something that means money to the whole trade, and it should receive the attention

it deserves. Don't leave the other fellow to write the complaints; do your share, and help secure results.

The Winnipeg Wholesale Implement Association are to be commended for their efforts towards securing reduced rates. Since taking the matter up and placing it in the hands of a special committee much data has been compiled and forwarded to the Board of Railway Commissioners of Canada and the Canadian Manufacturers' Association. Having taken considerable interest in the question in the interests of the whole trade, we shall rejoice in any reforms that are for the benefit of the implement fraternity. Let every reader do his part now. All complaints must be in before May 1st, so far as they affect tariffs between points in Canada. Write your views to the Railway Commissioners. Remember we want reduced rates for the West and an additional classification covering casting, etc. Make your case as strong as possible.

**METALLIC
SKYLIGHTS
VENTILATORS
METALLIC ROOFING CO.
LIMITED
WINNIPEG**



WISE DEALERS

HANDLE

CATER'S BIG 4

CATER'S PUMPS
STAR WINDMILLS
STAR SWINGS
GASOLINE ENGINES

They are the standard. We ship promptly.

BRANDON PUMP & WINDMILL WORKS
Box 410
BRANDON, MAN

SOME LEAD, OTHERS FOLLOW;

Our Vehicles have Distinctive Features of their Own



FAMILY SURREY, No. 91.

This fact, together with the Material used and perfect construction, is what makes our goods easy to sell, and has given us the reputation we enjoy.

We show here but two of our 150 styles of vehicles. Every one is an outstanding leader of the kind.



SPECIAL LIVERY No. 51.

THE FAIRCHILD COMPANY, LIMITED

WINNIPEG

REGINA

CALGARY

CATALOGUES ON APPLICATION.

Hartney.

A friend in Hartney, Man., writes: It just came into my head the other day that I would write and let you know that we are not all dead here, though to be sure we still have winter with us.

The business of the late Mr. Festus Chapin is going ahead under the management of Mr. H. Chapin, with Mr. M. J. Scharff in charge of the implement section and Mr. D. McCullough managing the grain and elevator department.

Mr. D. W. Sloan, who has acted as Massey-Harris agent for the past three years, has been succeeded by a Portage la Prairie man, in the person of Mr. Fred C. Moore. Mr. Moore, though a comparatively young man, has had a long and varied experience in connection with farm implements and will no doubt make things hum in this vicinity with M-H goods.

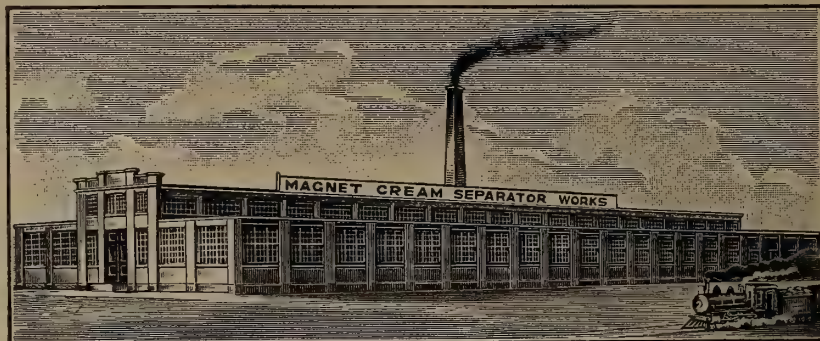
Shore & Co. are stocking heavily this year and are anticipating what is expected to be one of the most successful seasons in the history of the implement fraternity of this town.

Past collections have been exceedingly slow owing to the fact that farmers in this district have been utterly unable to get their grain out owing to lack of cars. From present indications there is

no relief in sight for some time to come. A scarcity of coal has prevailed, and hopes are expressed that the same conditions will not govern next winter.

Transferred Part of Property.

The International Harvester Co., of Chicago, Ill., recently transferred to the Wisconsin Steel Co., (a subsidiary corporation) with head offices in Chicago, that part of its properties consisting of blast furnaces, steel plants, rolling mills, ore mines, and coal lands, previously operated by the Steel Department of the International Harvester Co. According to the arrangements all the unfinished business pertaining to the above properties will be completed by the new company, the management of which will be in the hands of those who looked after it while under the control of the steel Department of the Harvester Co. It is understood that the facilities of this new organization will be very materially increased within the next couple of months by the completion of new 14 in. and 16 in. Morgan continuous mills at the company's South Chicago works, and it is the intention to erect, during the present year, a third blast furnace. Mr. H. F. Perkins is the manager of the new company.



Fifty Machines Every 24 Hours.

All Canadians are proud of the progress that this country, and we refer now to the entire Dominion, is making, and especially are members of the retail interests pleased to note the growth and development that is taking place among our manufacturing industries. The development of a country industrially goes hand in hand with its forward strides in agriculture and it is because of this that we rejoice in the advances being made by our manufacturers.

It affords us much pleasure to give a short description of the progress made by the Petrie Mfg. Co., of Hamilton, Ont., manufacturers of the Magnet cream separator, which is this year being introduced by them into the prairie provinces of Western Canada.

Past history of the Magnet sep-

arator demonstrates a unique state of affairs. It was designed nine years ago, the product of the concentrated minds of four young Canadians. Its manufacture was immediately commenced in a small way, and since that time the demand for it has grown so rapidly and continuously that the manufacturers have on four occasions been compelled to increase the size of their factory in order to take care of the business. The above illustration shows the plant as it stands to-day and which is capable of turning out fifty Magnet cream separators every time the small hand makes two circles of the clock dial. The size of this factory is 90 x 325 feet, and they have three annexes that give them an additional floor space of 5,200 square feet, or 34,250 square feet in all.

This concern have secured property in each of the Western provinces, and it is understood that when their business demands it they will erect warehouses at these points and appoint managers to look after their trade. As this is one of our growing Canadian companies making cream separators we congratulate them on their success.

Mr. Petrie, President of this company, is no stranger to the West, as he is President of the Guelph & Ontario Loan Co., of Guelph, an institution who have shown their abundant confidence in this country by the large investments they have had here for many years. Mr. Thos. S. Petrie, Manager for the West, reports excellent outlook for future of the cream separator business in Western Canada.

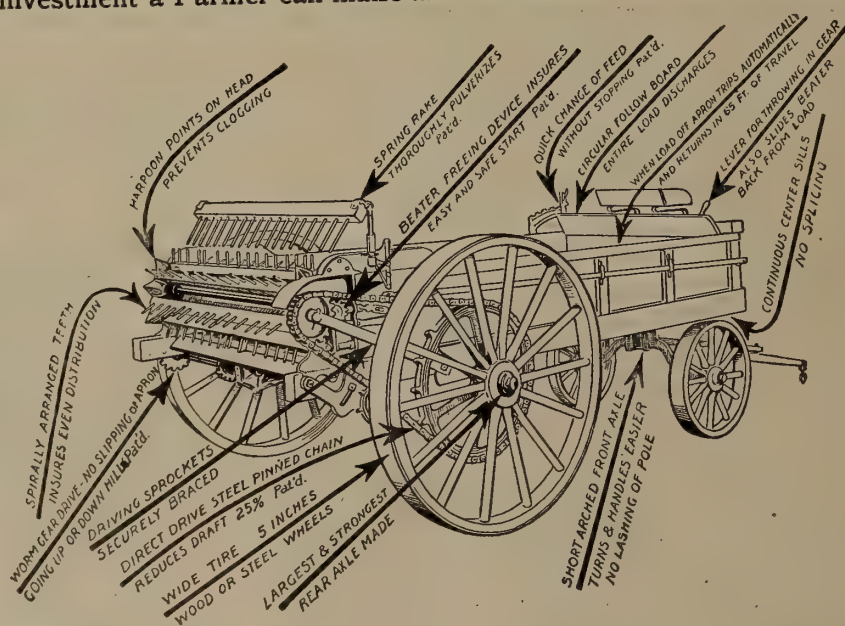
A Modern Implement Plant.

During the past month we have received a copy of the supplement of the Rideau Record, of Smith's Falls, Ont., in which we are

"SUCCESS" MANURE SPREADERS.

The best investment a Farmer can make and Mr. Dealer there is money in it for you

STRONG
AND
DURABLE



WILL
LAST A
LIFETIME

GET OUR CATALOGUE

THE PARIS PLOW CO., LIMITED, WINNIPEG

pleased to find a detailed description of the splendid new plant of the Frost & Wood Co., at that place. This supplement consists of four pages, is profusely illustrated by half-tones, and is printed on very fine paper. As our readers are aware it is just over a year ago that the old factory of the Frost & Wood Co., was destroyed by fire. Since that time a new plant has risen Phoenix-like from the ashes of the old, and today the company is admitted to have one of the most modern and up-to-date factories on the continent. It will please the trade to learn that they have more than fully recovered from their setback of last year and are in a better position than ever before to fill all orders promptly. In a letter recently received from Mr. George G. Scott, Advertising Manager of the Company, we

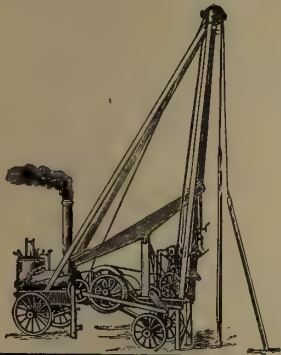
note the following: "Reports have been freely circulated throughout the country that our company would not have any binders to put on the market for the coming harvest. These reports we emphatically deny and wish to assure the trade generally that those who have placed orders can depend on getting their binders in plenty of time." Such statements as this should dispel any fear on the part of those who have placed orders that they will not get their goods.

Past history regarding the great manufacturing concerns of this young country is always interesting and that of the Frost & Wood Co. proves no exception to the rule. This firm was started in 1839 by Mr. Ebenezer Frost, father of the present president of the company, and engaged in the

manufacture of a few plows. In 1846 Mr. Frost formed a partnership with Mr. Alexander Wood, under the name of Frost & Wood. About this time they engaged in the manufacture of stoves in addition to plows and branched out to some degree. In 1850 the firm built the first stone factory for the manufacture of their various products and in 1854 their old wooden buildings were destroyed by fire. Constructing a larger plant the firm engaged in the manufacture of threshing powers, tread and sweep mills and other similar lines and in 1861 commenced to manufacture the old "Buckeye" mower. Two years after this old Mr. Frost died and the business passed into the hands of his two sons Charles B. and Francis T. Frost, who renewed the partnership with Mr. Wood, which continued until the

death of the latter in 1861. From this time on expansion was rapid and in order to meet the necessities of conditions and increasing demands a joint stock company was formed in 1899. That this move was one of wisdom is evidenced by the fact that the company have extended their operations and their name is known from one coast to the other, across the length and breadth of Canada.

The supplement to the Rideau Record contains a great deal of valuable information regarding past experiences of this firm and dealers who desire to secure a copy should write a card to the Frost & Wood Co., at Smith's Falls, Ont., and ask them to forward same. Kindly mention Canadian Farm Implements when doing so.



BLAST HOLES

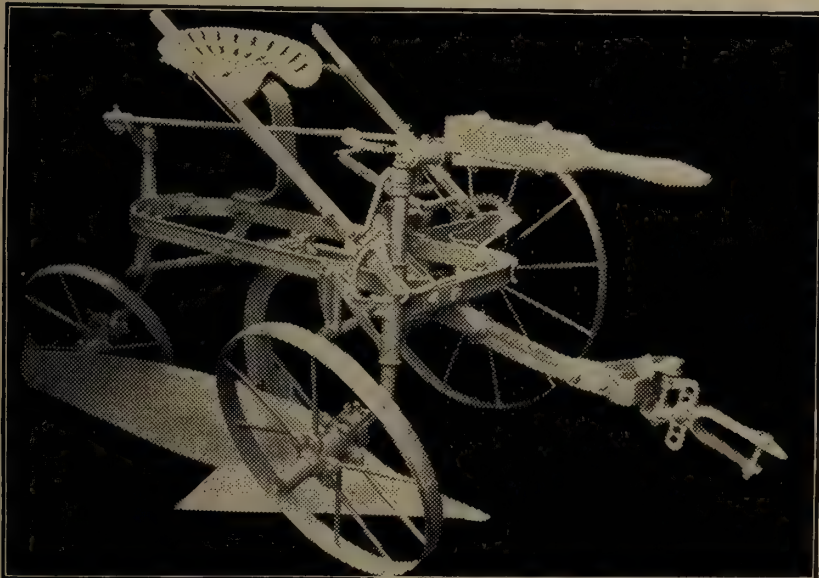
For drilling blast holes in Railroad cuts and canal work, ahead of Steam Shovel. Holes drilled to grade. One blast does great work. Although not the **cheapest** the "Crown Blast Hole Drill" is conceded by contractors to be the **best**. For soundings, concrete piling, river and harbor exploration. Catalog No. 2.

Crown Drilling Machine Co.
AKRON OHIO

A. R. Williams Machinery Co.
LIMITED

Toronto Winnipeg Vancouver
WILLIAMS & WILSON, Montreal.

NEW ECLIPSE PLOWS



The Perfection of all Riding Plows.

Always in the lead, because experts are constantly in the field, studying conditions, and applying new ideas. Every detail of construction and finish is perfect. Let us tell you more about them.

MADE BY

THE FULLER & JOHNSON MFG. CO.,

MADISON, WIS.

THE STEWART-NELSON CO. LIMITED,

GENERAL AGENTS, WINNIPEG.

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales of same have greatly increased.



—THEY ARE—

LIGHT RUNNING

WELL FINISHED

ATTRACTIVE IN APPEARANCE

and made by

THOROUGHLY EXPERIENCED MECHANICS

of the very

BEST MATERIALS THROUGHOUT

every stick of which is perfectly AIR-DRIED.

OUR GUARANTEE IS BACK OF THEM

—WRITE US—

THE FAIRCHILD COMPANY, Limited

REGINA

WINNIPEG

CALGARY

The Trade and the Railroads.

It is providential, from the standpoint of the trade, that winter has been somewhat dilatory in taking its departure. With an early spring, such as that of the last few years, dealers would have been totally unable to supply the wants of their customers for many lines of farm machinery. This would have been through no fault of either dealers or jobbers, but owing entirely to the demoralized condition of the transportation service of the country.

Even at this time, when the outlook is brighter than for months past, there is considerable anxiety felt in trade circles as to whether the Canadian Northern Railway will be in shape to get freight to its branch lines immediately, and to be of use to the dealer, for this season's trade, implement shipments are required at once. The recent orders issued by the Canadian Pacific Railway that no more C. P. R. cars will be furnished shippers who desire to forward goods to points on the lines of the Canadian Northern has considerably aggravated the situation, and means great inconvenience and loss to the entire wholesale and retail interests.

In justification of these instructions, the officials of the Canadian Pacific Railway submit that already three times the number of

their cars are tied up on the Canadian Northern lines than should be the case under normal conditions; that cars are greatly needed on the lines of the Canadian Pacific for the ordinary transportation work of the company; that their first duty is to shippers living along their own lines; that they require the cars for the hauling of coal for their locomotives from the West, and that, for this essential work, it has been necessary to use cars which should have been utilized for the transportation of the crop of 1906 still in the hands of farmers or interior elevators.

On Saturday, April 6th, according to a report issued by the Car Service Department of the Canadian Pacific Railway, there were two thousand and fifteen of their cars on the lines of the Canadian Northern Railway, with no definite knowledge of when they will be released. Under average conditions, between six and seven hundred is the number of C. P. R. cars the C. N. R. should have, and the balance should be in possession of the owners.

Not alone is the instructions of the C. P. R. confined to shipments to points on the lines of the Canadian Northern, but it also provides that all settlers bound for points on the latter's lines, who have their effects loaded in C. P. R. cars, must transfer their goods to C. N. R. cars at junction points. As the Canadian Northern has neither sufficient cars to meet the necessity occasioned by this action of the C. P. R., nor the motive power to draw the cars if they had them, every reader will readily recognize the gravity of the situation and the untold suffering that will un-

doubtedly be caused immigrants. The movement of settlers into the country will be impeded, and those desirous of locating on the lines of the Canadian Northern will be greatly delayed in getting to their destinations.

From reports we have received during the past few months, we are compelled to say that the fault is largely due to the inability of the Canadian Northern Railway to cope with the amount of business offered it, due, in part, to the severe weather of the past, or rather passing, winter, but chiefly to the fact that the road lacked sufficient rolling stock and motive power in order to carry on its necessary operations.

This seems to be the conclusion by business men of the West and particularly those of the city of Winnipeg. The subject was recently brought up at a meeting of the railway and freight rates committee of the Winnipeg Board of Trade, and after much earnest consideration of reports on delayed freights, etc., the following telegrams were forwarded to Ottawa; the first to the Board of Railway Commissioners, and the second to D. W. Bole, M.P., member for Winnipeg:

No. 1.

"Traffic conditions on Canadian Northern deplorable. Settlers held up with live stock suffering. Freight transportation practically absent. So far as right exists Winnipeg Board of Trade demands presence of competent officer of railway commission to investigate and report as requested our letter December 18 and telegram January 30.

ANDREW STRANG,
President."

No. 2.

"Transportation situation on Canadian Northern Railway system acute and becoming more aggravated daily. Hundreds of cars

of settlers' effects, live stock and general merchandise tied up in Winnipeg, Regina, Dauphin and over their whole system. Imperative that Western members represent situation to railway commissioners and government immediately, and urge prompt action, as much inconvenience and loss has been caused to settlers and merchants which will undoubtedly adversely affect immigration, if not promptly relieved. Commissioners wired to-night.

ANDREW STRANG,
President."

Similar action was taken by the Winnipeg Jobbers' & Shippers' Association, after having been waited on by a delegation from the Winnipeg Wholesale Implement Association.

The spell of weather of the past couple of weeks, with its warm days and cold nights, and despite its snow storms, has accomplished much for the transportation companies and retail members of the implement fraternity. It has given the railroads some opportunity to get their roads cleaned up and delayed consignments forwarded, and at the same time has aided the dealer by being sufficiently cold to prevent farmers getting on to the land. Already the Canadian Pacific Railway is rushing shipments on all its lines, and dealers located along its routes will have very little to complain or grumble about in comparison with those situated in towns along the lines of the Canadian Northern. Everything shipped by the latter company has been delayed, and every shipper has been kept on the jump tracing the cars in which his goods were loaded. We understand that the Canadian Northern are now putting forth every effort to get their road into shape towards a resumption of traffic.

In the meantime a delayed spring is proving a blessing to the implement trade of Western Canada.

The Railroad Commission have appointed an operating expert to investigate traffic conditions on the C. N. R.

The PETERS Double Cylinder FORCE PUMP

The Best Hand Force Pump that Money Can Buy

The most profitable to the dealer. The most satisfactory to the consumer. It's a pump that pleases everybody.

It has double the capacity of any other Pump because it has Two Cylinders. You save 50% labor and 50% wear on your pump.

There is no rod inside the pipe to obstruct the flow of water or cause friction.

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump

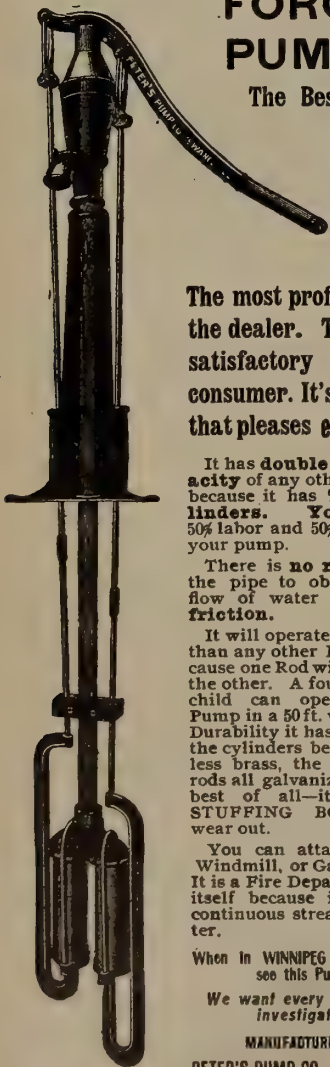
We want every Dealer to investigate.

MANUFACTURED BY

PETER'S PUMP CO. KEWANEE, ILL.

W. JOHNSTON & CO., Limited

General Agents : WINNIPEG



LLOYD'S Handy Low Down Suspension Spring Wagon Seat.



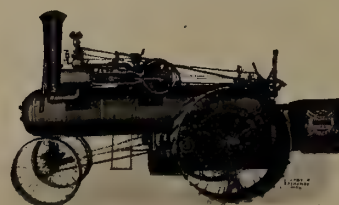
The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

WATERLOO THRESHERS AND ENGINES



Superior quality Engines 16 to 25 h. p. Heavy Gear Plowing Engines. Separators "Champion" and "Manitoba Champion"—Sizes 33-42 to 40-62.



HEAD OFFICE AND FACTORY:
WATERLOO, ONTARIO, CANADA
BRANCH OFFICE AND WAREHOUSE:
WINNIPEG, MAN., AND REGINA, SASK.
Write for Catalog and mention this paper.

Waterloo M'g Co., Limited

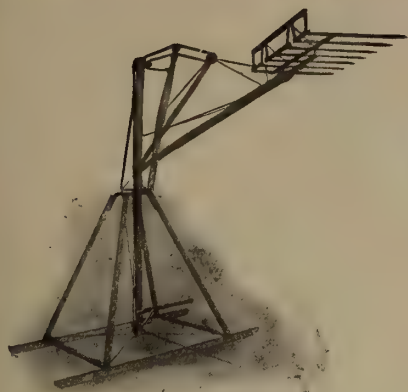
FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.
FABRIQUES ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.



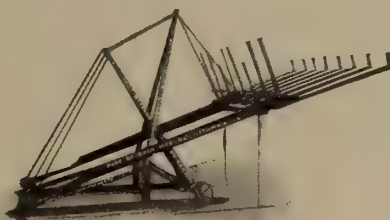
The Dealer who has a Contract for the

GREAT DAIN LINE

of Hay Tools is in position to supply his trade with durable, efficient, labor saving equipment.



They are dependable for only the very best material procurable for the purpose enters into their construction.



From the various Tools and several styles a farmer can select a machine adapted for his particular requirements.

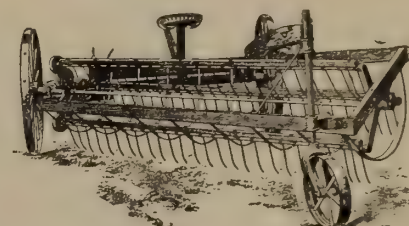
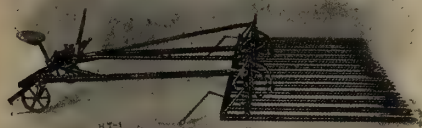
Write at once for contract and descriptive literature.

F. R. SHANTZ, Preston, Ont.

Canadian Representative.

DAIN MFG. COMPANY,

Ottumwa, Iowa, U.S.A



The Fairchild Company, Limited

General Agents,

Winnipeg.

Regina.

Calgary.

SUPERIOR

"THE NAME TELLS A TRUE STORY"

DISC HARROW ON WHEELS

A SOLID STEEL

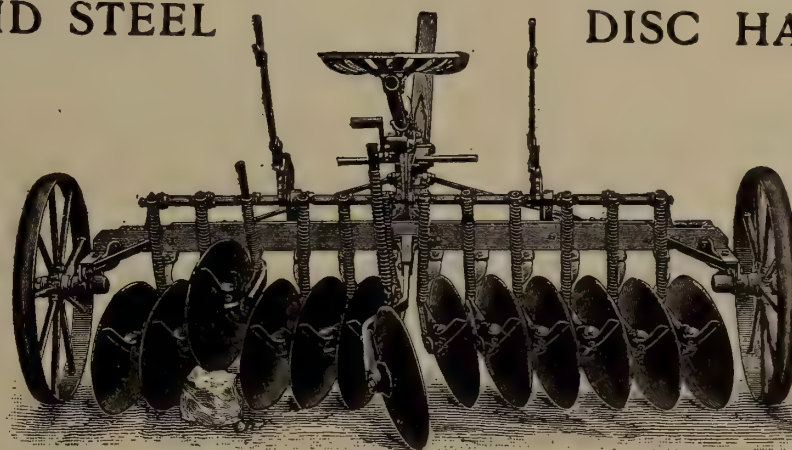
DISC HARROW

THE SUPERIOR is the only Disc Harrow made that does a perfect job of cultivation.

Each disc and drawbar is independent in action.

Levels off ridges and cultivates the hollows.

Centre-cut disc cuts out the centre.



We give Dealers an exclusive Agency on this Harrow. It is the only Disc Harrow in the World that is built on this plan. It gives the Agent a monopoly on the best harrow ever manufactured.

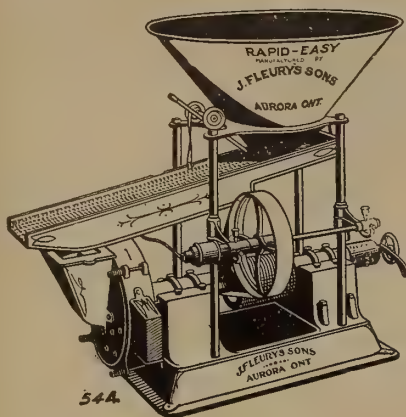
WRITE TO-DAY FOR CATALOGUE AND PRICES

THE AMERICAN SEEDING-MACHINE CO.

283 JAMES STREET,

WINNIPEG, MAN.

For Custom Work in Mills and Elevators



The Famous

"RAPID EASY" Grinders

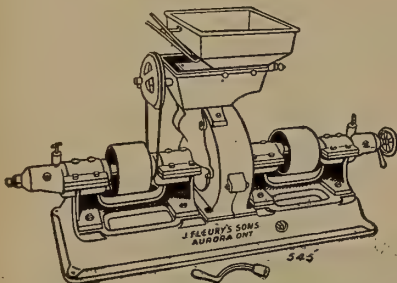
No. 6 (11 inch); No. 7 (13 inch).
One revolving and one stationary Head and Plate. Cut No. 544.

No. 13 (13 inch); No. 16 (16 inch);
No. 18 (18 inch). ATTRITION
MILLS, with two Revolving
Heads and Plates, running in
opposite directions. Cut 545.

Any amount of work of finest
quality.

Smaller machines—suitable to any
power.

The large t line of Grinders
made in Canada, and the best.



"RAPID EASY" Grinders
do more work with same power
than others.

THE FAIRCHILD CO. LTD.

WINNIPEG

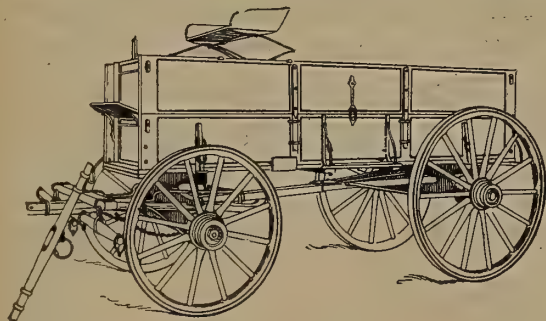
REGINA

CALGARY

Western Agents for J. Fleury's Sons, Aurora, Ontario

THE JACKSON WAGON

Best and Most Improved Wagon in Canada



Your attention is called to
NINE POINTS ONLY

Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1½ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Has all the points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Jackson Wagon Co., Limited, St. George, Ont.

Western Selling Agents

JOSEPH MAW & CO., LIMITED, WINNIPEG.

Canada's Best Financial Year.

A decrease of \$14,466,136 in the net public debt of Canada, an increase of \$8,798,895 in the ordinary revenue, and an increase of only \$152,359 in the ordinary expenditure and of \$1,391,712 in the total expenditure are the outstanding features of the splendid financial statement of the Dominion for the fiscal period ended March 31st. The record of the nine months which constitute the last fiscal year, in respect to the financial betterment of the country, is in every respect the most gratifying ever issued by the Finance Department.

The total net debt at the end of last month was \$252,576,841, a reduction during the month of \$2,565,113. The total revenue in regard to consolidated fund account for the nine months was \$65,814,457, and the expenditure \$41,858,739. The increase in revenue for March, as compared with the same month of last year, was \$572,756. The expenditure on capital account for the year was \$10,385,690, as compared with \$9,146,337 for the corresponding period of 1905-6. The revenue increases included \$5,598,110 from customs, \$1,242,988 from excise, \$514,168 from post-office and \$762,810 from public works, including railways.

Just Issued a New Catalogue.

Mr. James W. Bell, western manager for B. Bell & Son, of St. George, Ont., with headquarters in this city, while in the office a short time ago handed us a copy of a catalogue recently issued by his concern. This is a very creditable production containing many excellent illustrations and much valuable information dealing with the lines manufactured by this company. Mr. Bell re-

ports a splendid trade during the past season but is confident that this year will outstrip it in volume of sales of agricultural machinery. Like every other member of the manufacturing, jobbing and retail trade, he regrets the demoralized condition of the transportation service of the country. Dealers who desire a copy of the catalogue mentioned above should address their correspondence to 365 Kennedy Street, Winnipeg, in care of the company and their wants will be promptly attended to. Oblige us by stating you read the notice re their catalogue in this paper.

Something to Be Proud Of.

The American-Abell Engine & Thresher Co., of this city, have reason to feel proud of the splendid catalogue recently got off the press for them. It is among the first of the threshing machine company catalogues that we have received this year and is certainly worthy of a place on the desk of every dealer. The catalogue has been prepared with the object of supplying interesting and valuable information to the man interested in threshing machinery and it certainly accomplishes that for which it is intended. The company have devoted special attention to their illustrations and the money spent along this line has been judiciously expended. Every page is adorned with the well-known "Cock o' the North" trade mark, which greatly adds to the adornment of the list at the same time giving it an appearance of individuality. The press work is clean and neat and shows first-class workmanship. This concern inform us that they will be pleased to mail a copy to each dealer making application for same. Get into the game and do it now, at the same time mention Canadian Farm Implements.



DO IT NOW

CANADIAN FARM IMPLEMENTS

Gentlemen: Please mail CANADIAN FARM IMPLEMENTS to the undersigned for one year commencing.....190., and yearly thereafter until forbidden. Enclosed find annual subscription---FIFTY CENTS. (Stamps taken.)

Name.....

Town.....

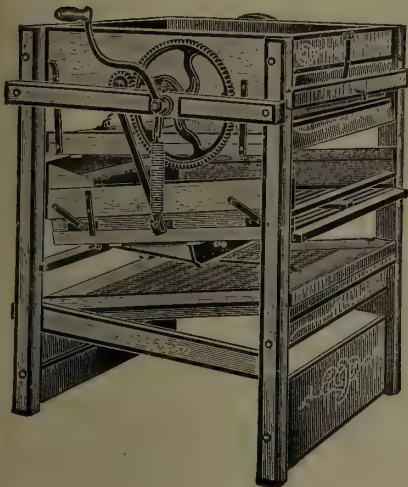
Province.....

901-2 Union Bank Building,
Winnipeg, Man.

190

CHATHAM SEPARATING MACHINE

A MONEY MAKER FOR THE DEALER
A MONEY SAVER FOR THE FARMER



*The "CHATHAM" takes
Oats from Wheat
thoroughly*

Solving the problem of preparing clean seed; making a 99% separation at the first operation. It is scientifically designed for this purpose, and is strongly built of the very best materials, and can be operated by either hand or power.

*This Machine solves the
Wild Oats problem.*

SEE THE POINT, MR. DEALER?

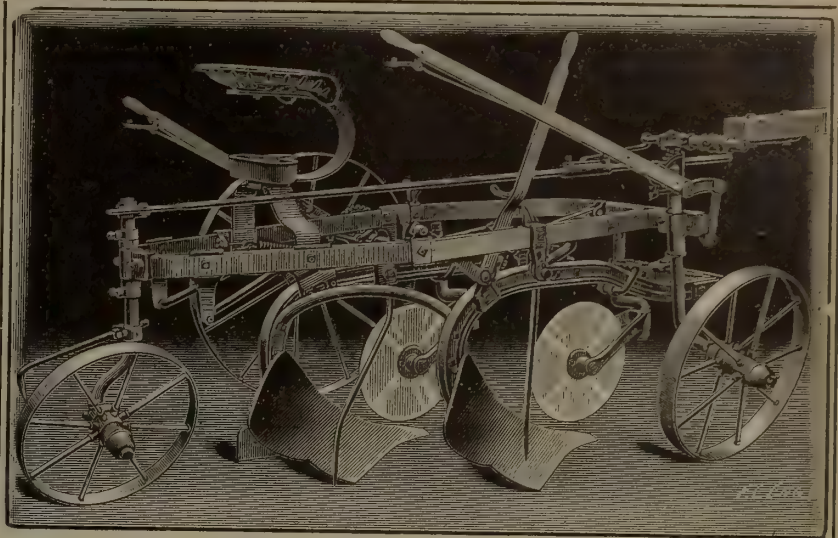
We make the famous Chatham Fanning Mills, Farm Scales, Incubators, and Kitchen Cabinets.

WE WANT A DEALER IN EVERY TOWN IN THE WEST.
Write us for Agency Contracts.

WAREHOUSES AT WINNIPEG, BRANDON, REGINA AND CALGARY.

THE MANSON CAMPBELL CO. Limited

BRANDON, MAN. Head Office: CHATHAM, ONT. CALGARY, ALTA.



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

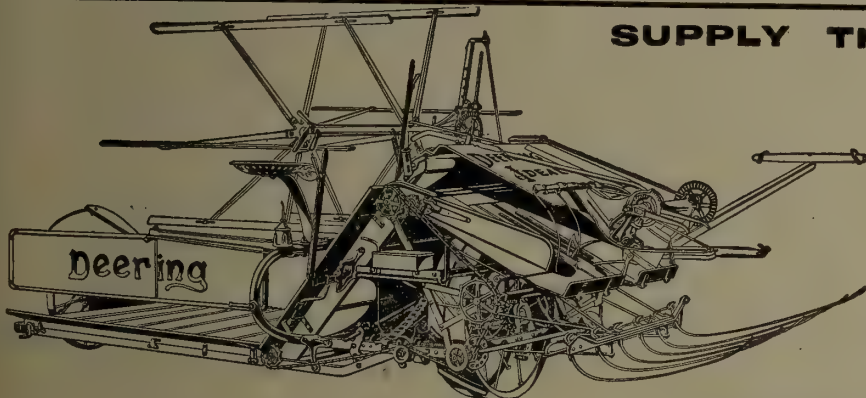
The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

J. THOMPSON & SONS MFG. CO. Beloit, Wis., U.S.A.

THE Frost & Wood Company General Agents,
LIMITED

WINNIPEG - - REGINA - - CALGARY

SUPPLY THE DEMAND



Harvesting Machines

DEERING



Drills and Tillage Implements

No dealer can succeed unless he handles the line of harvesting machines the farmer demands. The demand is for the Deering machines. The reasons for the demand are easily explained. The Deering machines are correctly designed. The best material is used in their construction. They are put together to last. They are easily operated, and any inexperienced harvesting machine operator can use them.

The Deering line of harvesting machines consists of:

BINDERS REAPERS MOWERS RAKES TEDDERS
HAY LOADERS HAYSTACKERS SWEEP RAKES

In addition to handling the Deering harvesting machines, seeding machines, and tillage implements, dealers have the advantage of carrying a stock of the following: **gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders and binder twine.**

Now is the time to secure a contract to handle the Deering machines, and be prepared to supply the demand for these machines this coming season.

For information concerning terms and territory, write nearest General Agent. Catalogues will be mailed upon request.

WESTERN CANADIAN BRANCH HOUSES

WINNIPEG, MAN.; CALGARY, ALTA.; REGINA, SASK.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

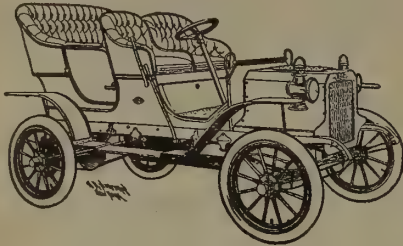
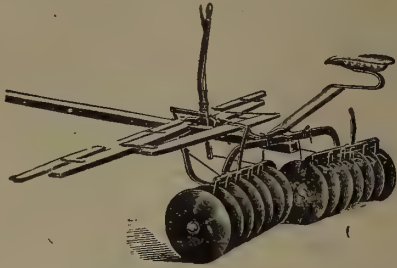
(INCORPORATED)

CHICAGO - - - U. S. A.

The Bissell

The Disk that Farmers want

Some good features are: Correct Balance (stays down at its work), does not buckle, bind and hump up in the center.



The REO CARS

"Make good—
Ask an Owner."

20 H.P. 5 Passengers
40 miles an hour

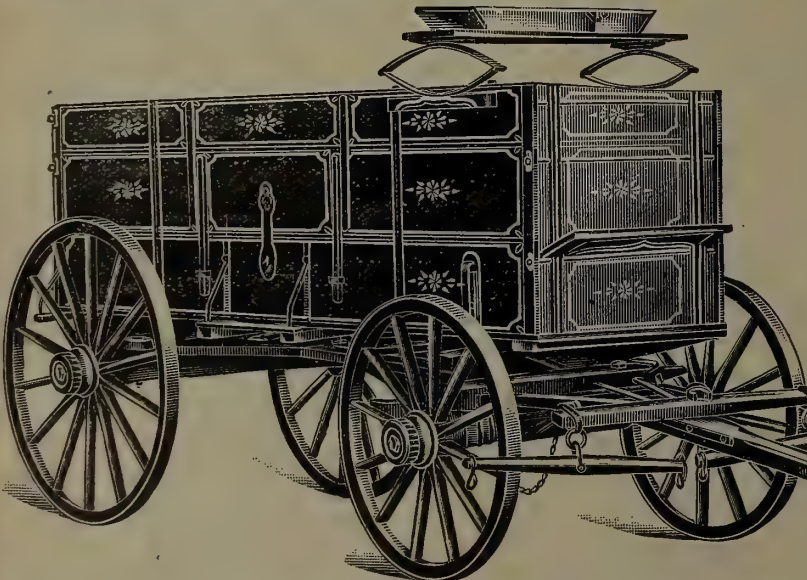
We have machines in Stock and can ship immediately.
Better pay a Dollar for what you get, than two Dollars for what you expect.

Brantford Carriages Olds & Franklin Automobiles
Maw-Hancock Disc Plows
Simplicity Gasoline Engines Empire Wood Pumps

JOSEPH MAW & CO. Limited

WINNIPEG

WILKINSON WAGONS



Besides bone-dry timber, a wagon must be well and thoroughly ironed off at all points of contact.

The tires must be properly proportioned to the size of the wheels.

The braces must be of generous size to give the right strength just where it is needed.

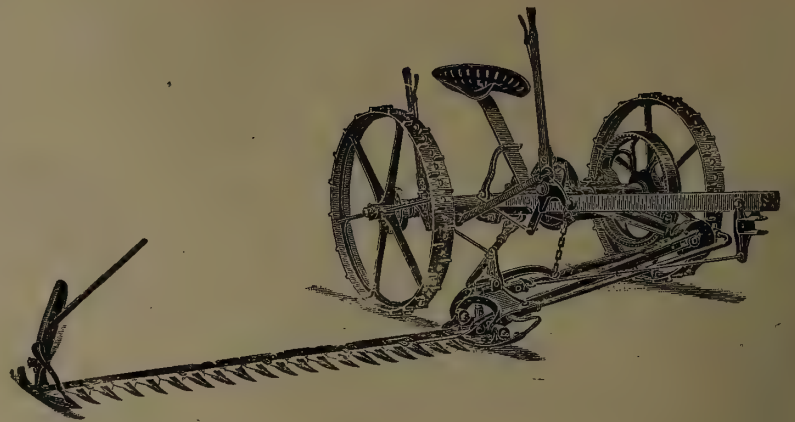
It is **because** the Wilkinson Wagon fulfils these requirements that we confidently recommend it, and **because** of them it has earned its reputation of being

"THE LIGHT-RUNNING WILKINSON."

Sole Selling Agents:

THE STEWART-NELSON CO., Ltd.

WINNIPEG



FROST & WOOD NEW No. 8 MOWER

Is a machine of "QUALITY."

Is constructed on scientific principles.

Contains only the very best materials.

Is thoroughly tested before it leaves the factory.

Has an internal gear and no friction.

Has a high and easily operated foot-lift.

Starts cutting with the first forward motion of the team.

Has **Forged Steel Pitman Jaws**—the toughest jaws on the market.

Is built in 4 1-2, 5, 6, and 7 ft. widths—and one team handles any size of machine with perfect ease.

Is built in Canada, by Canadians, and for Canada's best and most prosperous farmers.

One Man's Opinion.

Hague, Sask., Jan. 3, 1907.

Gentlemen:

I have a F. W. No 8 Mower, and think your Mowers are the best that can be had. They are easy on the horses because it is not necessary to trot your team to get up speed enough to cut a little hay. All the Canadian makes of Mowers and some of the American makes are used in this vicinity, and I would not exchange mine for any of them.

Yours truly,

ARTHUR E. SHORTHOUSE.

Ask us for our Illustrated Catalogue "K"

THE Frost & Wood Company
LIMITED.

WINNIPEG

BRANDON

REGINA

CALGARY

CANADIAN FARM IMPLEMENTS

Vol. V, No. 5.

WINNIPEG, MAN., MAY, 1907.

Fifty Cents Per Year Single Copies
Postage Paid Anywhere. Five Cents.

UNION BANK OF CANADA.

Head Office: QUEBEC.



Union Bank Building, Winnipeg.

CAPITAL AUTHORIZED - \$4,000,000 CAPITAL PAID UP - \$3,000,000
REB - \$1,500,000

Hon. John Sharples - President.
G. H. Balfour - General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw - Superintendent.
F. W. S. Crispo - Inspector.
H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Altona, Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg North End Br., Sargent Avenue Br. and Logan Avenue Br.

SASKATCHEWAN.—Arcola, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lemberg, Lumsden, Maple Creek, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, (Saskatoon Rosedale Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cowley, Edmonton, Ft. Saskatchewan, Frank, High River, Didsbury, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients. Winnipeg Branch—R. S. BARROW, Manager.



There are many beautiful lakes and rivers in Western Canada where it is possible to use Motor boats both for profit and pleasure, and now is the time to interest your customers in our product.

We build Launches from 18 to 32 feet long, and have Marine Engines from 1½ h. p. up, both in single and double cylinder sizes.

THE COOPER GASOLINE ENGINE CO. LIMITED

313 DONALD ST. - WINNIPEG

HONEYMAN, HAULTAIN & CO.

STORAGE AND TRANSFER

Wholesale Commission Merchants

P. O. Box 372. REGINA, SASK.

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

Should YOU require a further stock of

STEEL HARROWS

BOSS WOOD HARROWS

FLEXIBLE PULVERIZERS

We can fill your orders PROMPTLY from either Winnipeg, Brandon, Regina, or Calgary.

"NO ONE CAN GIVE YOU A BETTER DEAL."

John Watson, Mfg Co., Limited, Winnipeg

60 DROPS A MINUTE

Owing to the patent divided cams and the reduction of friction the tools of

THE AUSTIN WELL DRILLS

can be dropped at the rate of sixty times a minute, and the machines are so constructed that less power is required to operate them than any other machines we know of. We use nothing but the best material in construction, and every machine we turn out is fully guaranteed to be as represented. They will work faster, last longer, make better wells and more money than any other. Write for 1907 Catalogue and prices. Mention probable soil formation and depth to water.

THE CHICAGO AERMOTOR

was the first Steel Windmill and is still the best. Erected on the new Trussed Tripod Tower it is a "POWER FOR GOOD." Get our 1907 prices and booklets.

The WELL MACHINE & WINDMILL CO., LTD.

142 Princess St. Western Representatives P.O. BOX 309, WINNIPEG.



SAFE LOCK SHINGLES.

GALVANIZED STEEL SHINGLES

CORRUGATED SHEETS

ORNAMENTAL STEEL SIDINGS

EMBOSSED METAL CEILINGS

Building Materials of every Description in
SHEET METAL

Tell us all about your requirements
and ask for our latest Catalog.

CLARE & BROCKEST

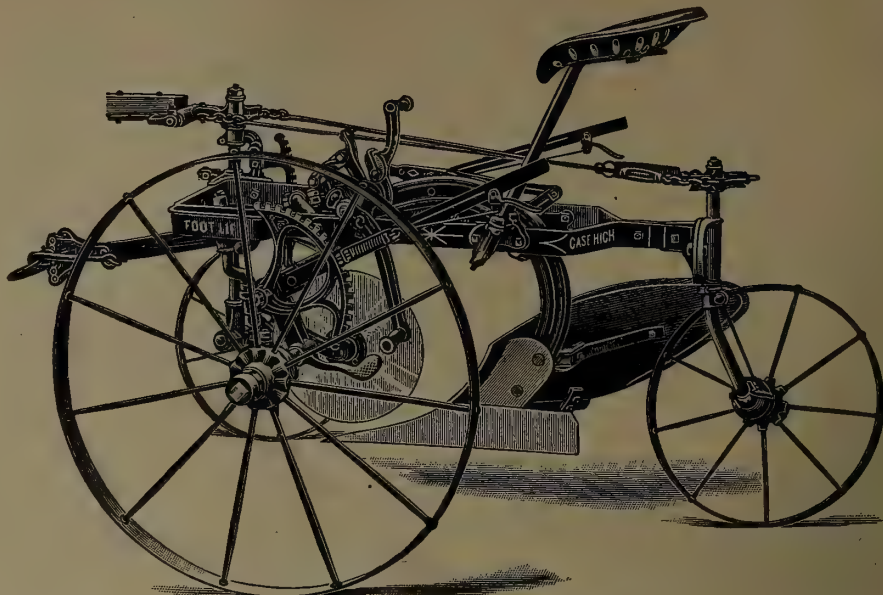
246 Princess Street, Winnipeg, Man.

J. I. CASE**"The Plow a Man can Pull."****SELF-LEVELING****HIGH****FOOT-LIFT****SULKY PLOWS****HAVE****3****DISTINCTIVE****POINTS****OF****ADVANTAGE**

¶ They are the **lightest** draft sulky plows that ever turned a furrow. It requires less power to draw them than a walking plow.

¶ One movement of the foot sends the bottom from plowing position to six inches above the ground, and **at the same time** levels the frame.

¶ But the most important point of all—the greatest improvement known to the art—is the adjustment for **raising or lowering the heel**. It does away with all friction on under side of landside and share, except at the point, which is one reason why the J. I. CASE is so light draft. Also, it permits setting the plow so it will enter and plow the hardest ground, while other plows are idle, waiting for rain to mellow the soil.



A Postal Card request to have our salesman call, and for a copy of our 1907 Catalogue, will be given immediate attention.

J. I. Case Plow Works : Racine, Wis., U.S.A.

The Balfour Implement Co. Ltd., Winnipeg, Man.

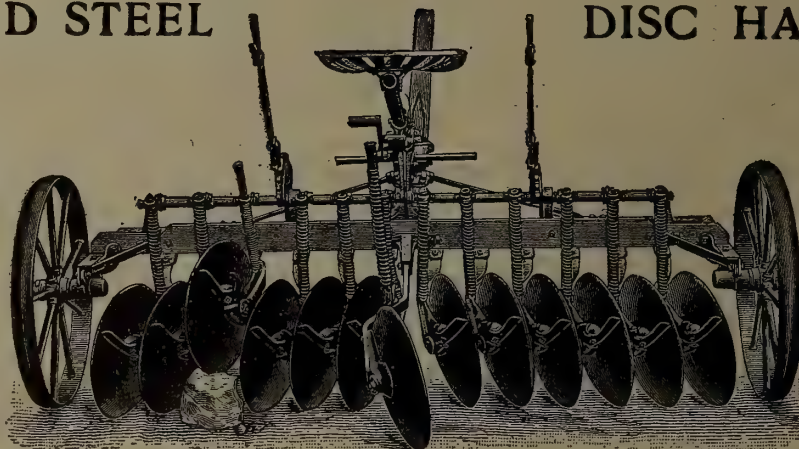
SUPERIOR**"THE NAME TELLS A TRUE STORY"****DISC HARROW ON WHEELS****A SOLID STEEL****DISC HARROW**

THE SUPERIOR is the only Disc Harrow made that does a perfect job of cultivation.

Each disc and drawbar is independent in action.

Levels off ridges and cultivates the hollows.

Centre-cut disc cuts out the centre.



We give Dealers an exclusive Agency on this Harrow. It is the only Disc Harrow in the World that is built on this plan. It gives the Agent a monopoly on the best harrow ever manufactured.

WRITE TO-DAY FOR CATALOGUE AND PRICES

THE AMERICAN SEEDING-MACHINE CO.

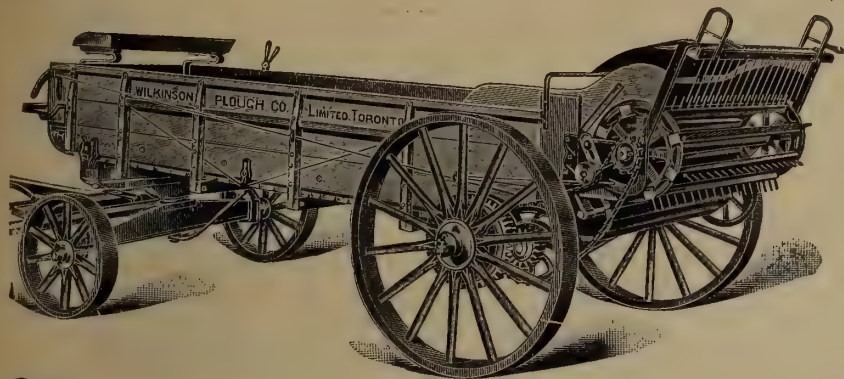
283 JAMES STREET,

WINNIPEG, MAN.

The Wilkinson Plough Co., Ltd.

Toronto, - - Ont.

Manure Spreaders



One or more of your Customers is going to
buy a

MANURE SPREADER this year.

Sell him the best and keep him satisfied.

The Great Western Endless Apron

Manure Spreader

has more selling points than any other, and
you can show your customer.

Better get our Catalogue at once and be
posted.

The Stewart-Nelson Co., Ltd.

GENERAL AGENTS,

Winnipeg

**Brandon
Gasoline
Engines**

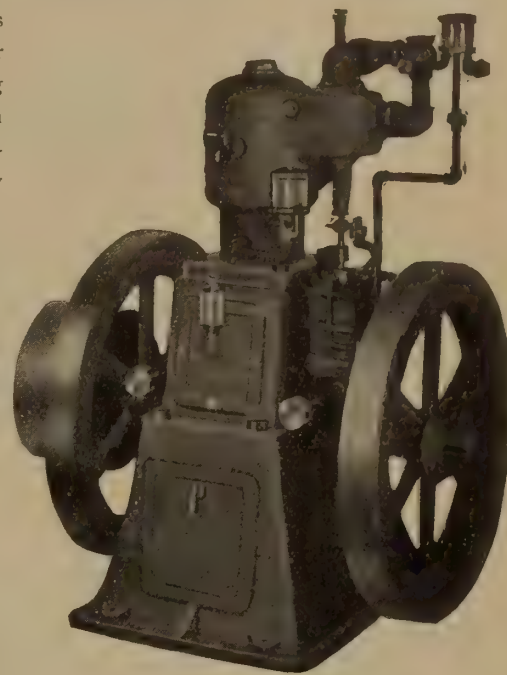
save

**Time
Labor
Expense**

and are recognized as the standard for

Durability. Efficiency. Reliability.

"Brandon" engines save the operator time by reducing amount of attention necessary to a minimum; save labor by always being ready for work and easily started and save expense by their notable economy in full consumption. These three reasons make farmers demand "Brandon" engines, and, therefore, make them a profitable line for the dealer to sell. There are other reasons. Ask us for them.



**Brandon
Trip
Hammers**

**Simple
are
Strong
Durable**



"Brandon" Trip Hammers have won a reputation for their Simplicity of Construction, Great Durability and Strength. They are compactly designed. Every Frame one solid casting. Friction clutch pulley drive. Speed and weight of blow instantly regulated by operator's foot. Tension spring cushions blow at upper and lower extremities of stroke. Ram of hammer may be raised or lowered immediately by operator, in order to admit metal of various sizes.

All dies best quality tool hardened steel. Suitable for all classes of work, especially plow work. Special device for holding in place. Dies 3 1/2 inches in length, the lower 2 1/2 inches wide and the upper 1 1/2 inches. All styles of special dies made at reasonable cost. Every machine guaranteed. A money maker for the dealer. No blacksmith shop is complete without one.

Brandon Well Boring Machines

Our No. 1 Machine is the most complete and automatic on the market.

Where price is a consideration our No. 2, is the most complete and successful machine made.

Let us quote you Prices and Terms.



**The Brandon Machine Works Co.,
LIMITED,
Brandon, - Manitoba.**

Crowned with Success

**We
Plow
the
Prairie**

**We
Seed
the
Soil**

An enormous
ever-increasing
trade is the con-
stant result of our
years of strenuous
effort to supply the
Western Farmer with
exactly what he needs

Our Motto:

"No Standing Still"

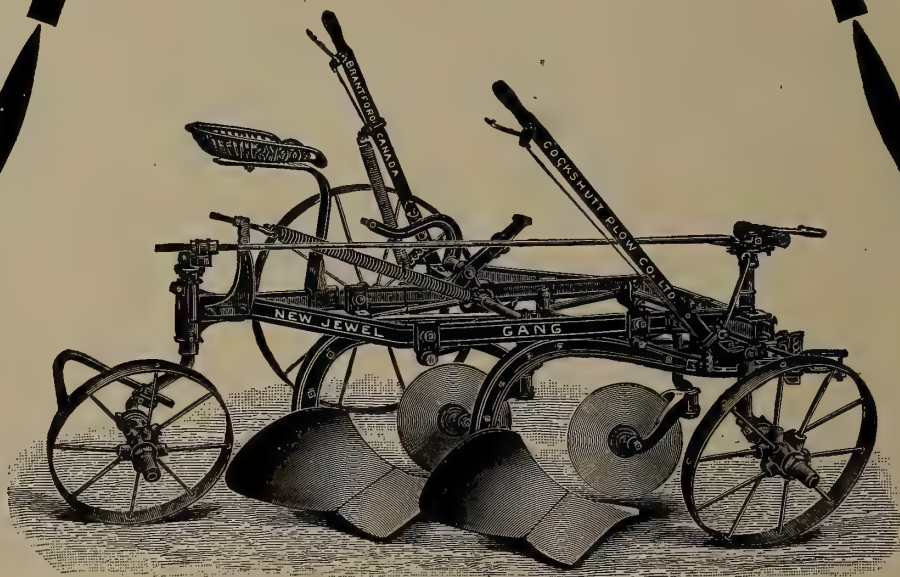
Every month sees a successful,
valuable addition to our already com-
plete and popular line.

Our Goods do the Business
in the field and in the warehouse.

**We Lead; Profit by it--
Come with us.**

The
Dealer's
Trade-Winner

The
Farmer's
Pride



JEWEL GANG

Cockshutt Plow Co., Limited

WINNIPEG

REGINA

CALGARY

CANADIAN FARM IMPLEMENTS

Vol. V, No. 5.

WINNIPEG, MAN., MAY, 1907.

SUBSCRIPTION PRICE } Per Copy, 5c.
Per Year, 50c

Lien Law Recently Passed by the Province of Saskatchewan.

Herewith we present a copy of the new Lien Act recently passed by the Province of Saskatchewan. The following is from a copy certified true by S. Spencer Page, Clerk of the Legislative Assembly. Bill, No. 26 of 1907.

An Act to amend Chapter 44 of the Consolidated Ordinances intituled an Ordinance respecting Hire Receipts and Conditional Sales of Goods.

(Assented to April 3rd, 1907).

His Majesty by and with the advice and consent of the Legislative Assembly of Saskatchewan enacts as follows:

1. Section 2 of Chapter 44 of the consolidated Ordinances is hereby repealed and the following sections substituted therefor:

2. Such writing or a copy thereof shall be registered in the office of the registration clerk . . . for chattel mortgages in the registration district within which the buyer or bailee resides within thirty days from the time of the actual delivery of such goods to the bailee or buyer and in the event of such goods being delivered in a registration district other than that in which the buyer or bailee resides at the time of such delivery such writing or a true copy thereof shall also be registered within thirty days from the time of the actual delivery of such goods in the registration district in which such goods are delivered."

"(2) If such goods are after the delivery thereof removed by the buyer or bailee into another registration district a further registration shall be made in the registration district into which the goods are removed within sixty days after such removal.

"(3) Every such agreement (or a true copy thereof) shall upon every such registration be accom-

panied by an affidavit of the seller or bailor or his agent stating that the written agreement annexed thereto truly sets forth the agreement entered into between the parties and that the said agreement was entered into bona fide and not for the purpose of protecting the goods mentioned therein against the creditors of the buyer or bailee.

2. By adding to the said Ordinance the following section as Section 11: Nothing in the said Ordinance or in this Act shall apply to the sale or bailment of any manufactured goods or chattels of the value of \$15.00 or over which at the time of the actual delivery thereof to the buyer or bailee have the manufacturer's or vendor's name painted, printed or stamped thereon, or plainly attached thereto by a plate or similar device, and such manufacturer or vendor (being the seller or bailor of such goods or chattels) keeps an office in the Province where enquiry may be had and information procured concerning the sale or bailment of such goods or chattels and such manufacturer or vendor of the agent thereof does within five days after receiving a request so to do, either made in person to him or by registered letter furnish to any applicant thereof a statement of the amounts (if any paid thereon) and the balance remaining unpaid.

The person so enquiring shall, if such enquiry is by letter give a name and post office address to which a reply may be sent, and it shall be sufficient if the information aforesaid be given by registered letter deposited in the post office within the said five days, addressed to the person enquiring at his proper post office address, or where a name or address is given as aforesaid, addressed to such person by name and at the post office so given."

Catalogue House Competition in Binder Twine.

Dealers in Western Canada are to have catalogue house competition in the sale of binder twine during the present year. The T. Eaton Co., of Winnipeg, are already engaged in an active publicity campaign in this connection and it promises to develop with the season.

From a close scrutiny of their first announcements it is evident that they are offering greater inducements for business along this line than they have been in the habit of doing in any other line heretofore. These inducements have a very pleasing appearance and, unless closely analyzed, are of such a nature as will prove especially attractive to the unthinking farmer. Without being pessimistic, but simply looking the fact squarely in the face, we believe that the catalogue house will pull a share of the twine business of 1907, and consequently cut into the twine profits of almost every dealer in Western Canada to a greater or less extent.

This mail order house particularly desires farmers to send in orders early and their advertisement states that all orders are taken on the distinct understanding that if the buyer's crops are destroyed by hail or excessive rain they will take back the twine and refund the purchase money. Further, they stipulate that if the twine is unsatisfactory for any reason they will be ready to return the money paid for it, if the buyer returns the twine.

Dealers will carefully note that the above alluring inducements lose their effectiveness when it is remembered that in either case the farmer is called upon to pay the freight both ways. This is an excellent point upon which dealers may hang a good, strong line of argument when discussing the question with farmers inclined to

buy from the mail-order house.

The advertisement states that this twine is the product of a leading manufacturer, whether Canadian or American we do not know and, so far, have been unable to find out. It is said to measure 550 feet to the pound and to contain about fifty per cent. of pure Manila.

Aside from all other considerations, as to the quality of the twine, its uniformity, etc., etc., price is the most important factor in the eyes of the retail implement trade. We quote from one of Eaton's recent advertisements in this connection. It says: "Our prices are 11 $\frac{1}{2}$ c. per pound at Winnipeg, 12c. at Brandon, 12 $\frac{1}{4}$ c. at Regina, and 12 $\frac{1}{2}$ c. at Calgary. To these prices must be added the local freight rates, from any one of these points to the point to which you want your twine delivered." Continuing, this same advertisement says: "The most economical way to buy twine is in car lots. You can get it laid down anywhere in Manitoba for 12c.," and the announcement goes on to request farmers to lump their orders wherever possible and buy in car lots.

The effect of this competition upon the binder twine business of Western Canada is, as yet, problematical. We do not believe it will result in demoralization of prices though it will undoubtedly cut into the twine trade of the dealers of the West. Farmers, if all past indications are any criterion, are not ready to pay cash for binder twine or anything else and the T. Eaton Co. has to have the coin of the realm on hand before any order is made up for shipment. Not only do they require to have the cash for the actual product but farmers must pay the freight.

We believe, while prices on binder twine are close, dealers will be

able to more than meet the terms quoted by the catalogue house, especially under the same conditions; viz., spot cash from the farmer with his order. In the meantime every dealer should make preparations for meeting the competition of the mail-order company. Circular letters, notices in your local papers, and all other mediums of publicity should be employed to show the farmer that the dealer in his own town can offer him just as good a proposition, in fact a much better deal on binder twine than can the big catalogue house with its headquarters in Winnipeg.

It is altogether likely that the twine being offered by the Eaton Co. is of standard quality, though we have not had an opportunity of examining or testing it. Binder twine is an article that must be of best quality in order to satisfy the farmer and if he has trouble resulting from poor twine it's likely the last order he will ever place with those from whom he bought it. This leads us to believe that the Eaton twine is of a standard grade, but we do not know, and have no desire to place ourselves on record concerning its quality.

Dealers, we know, realize that the above statement is true and will govern themselves accordingly. There are plenty of standard, tested brands of binder twine on the market and as these are handled exclusively through the medium of the retail dealer the latter have very little to fear from the advent of Winnipeg's mammoth catalogue house into the binder twine business.

A Dealer's Opinion on the Asiatic Labor Question.

Waskada, Man., May 5th, 1907.
Editor Canadian Farm Implements.
Dear Sir:

I noticed in your April issue you asked for dealers' opinions relative to the admission of Asiatic labor into Canada, and, consequently, I avail myself of your columns to express my views on this subject.

This question is as deep as the European and Asiatic civilizations.

If we allowed the Asiatic to come into Canada free from all restriction very soon the greater part of our manual labor would be done by him, and the white man as a result would look down on that kind of labor, because he considers the Asiatic an inferior. From this the white would soon look down on all classes of labor. The above argument of course stands good providing the white could find a means of sustenance without heavy manual labor of any kind. If he could then the white race would soon be doomed, because there is one thing that history points to with an unerring finger and that is, any class of people supported in idleness goes speedily to ruin.

On the other hand if the white race still had to work the plane of living for the working man would be lowered, not to the present level of the Asiatic, but lowered to a very appreciable extent. This lowering of the standard of living would interfere with business. The Asiatic's standard of living is so low he consumes only a small portion of what the white would and consequently business would be lessened. This can easily be seen on the Pacific Coast. If Canadians or Europeans, who would speedily become Canadians,

were doing the work the Asiatic is doing out there at present a much greater volume of business in food stuffs, clothing, etc., would be done, another thing, we would have infinitely better built cities there than we have now. Take any Asiatic quarter of any Coast city and we find it the poorest built, the dirtiest, and the most overcrowded quarter of the city.

We certainly could do without Asiatic labor on the Pacific coast. If the Asiatic was not there to lower the standard of living and wages Canadians and Europeans could speedily be gotten to do that work, for the climate of that country of itself would attract them. One thing the Asiatic, and especially the Chinaman, is praised for is as house servants. It is said the Chinaman will come in the morning and go home in the evening and do his work well and one never has any trouble with him. If a Canadian girl was paid sufficient wages so that she could afford to rent a room and live entirely away, except in working hours, from the family she was working for, as the Chinaman does, there would be less trouble with domestic help. Domestic help would then be socially free, as a store clerk, factory hand or a stenographer.

The moral side of the question is also a big one. The Asiatic quarter of Coast cities is also the tenderloin district, with its fetid rot and immorality.

The Asiatic's idea of government is also different from ours, and we would have to give him a vote, after a period of probation, if we allowed him to come in, then politi-

cal corruption would play riot at election time. If we did not give him a vote then we are building an oligarchy or class rule government.

There are so many sides to this question that it would take a volume to thoroughly discuss it. The only thing, that I can see might be helped somewhat at the start by a great influx of Asiatic labor would be capital, but this in a few years would act on it as a boomerang and result in internal troubles of the bitterest nature. White labor is more intelligent, more muscular and more efficient and therefore more desirable. The cry is put up: Where are we going to get it? The answer is, from Europe, where it is coming by the thousands and will continue to come.

We are in the growing stage at present. A few years from now and the rapid railroad building will be over and then labor will be more plentiful, and there will be no market for cheap coon labor. We cannot afford to tear down our Anglo-Saxon civilization by the importation of Asiatic labor. It has taken too much good blood to build it up.

Take Hawaii for instance; nearly all Asiatic labor there, which would eventually happen to us if we allowed it to come in unrestricted. A few white men own nearly everything but white labor cannot be found. Is that the way to build up a great country? Oh! no, for it is the man that labors with his muscle who has to bear the brunt of the battle. If we bring in Asiatic labor we immediately begin to tear at the vitals of our country's strength. We cannot assimilate him. We cannot make him a Canadian.

Yours truly,
M—, Waskada.

NATIONAL Cream Separator.



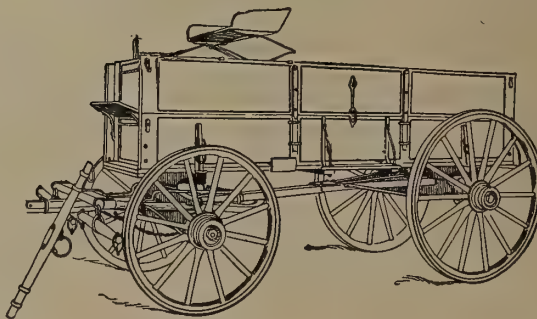
Say! Mr. Agent, Do you want to handle a separator that is universally acknowledged and is also guaranteed to be **The One** that the farmer wants? Then drop a line to

The RAYMOND MFG. CO. Ltd.
324-6 Smith St., WINNIPEG.

We also manufacture the famous
Raymond Sewing Machines.

THE JACKSON WAGON

Best and most improved wagon in Canada



Your attention is called to
NINE POINTS ONLY
Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1 1/2 inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Has all the points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Jackson Wagon Co., Limited, St. George, Ont.

Western Selling Agents

JOSEPH MAW & CO., LIMITED, WINNIPEG.

MOLINE PLOW COMPANY

MOLINE, ILLINOIS



Makers of The Famous Moline Plows and Other Flying Dutchman Farm Tools.
Henney Buggies. Mandt Wagons and Bob Sleighs.
Light Running National Manure Spreader.
Jobbers of Success Grain Drills and Success Hay Tools.

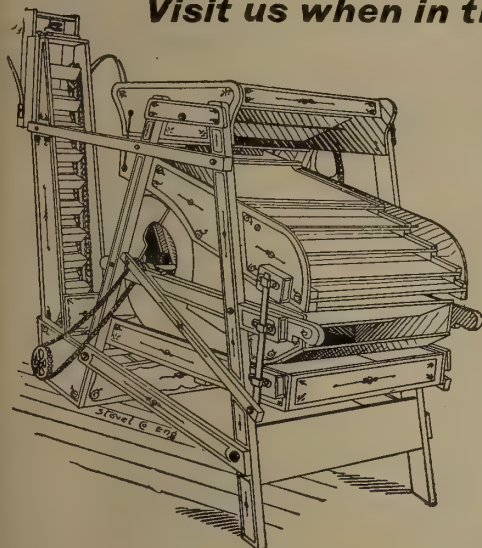
BRANCH HOUSES:

Kansas Moline Plow Co. - Kansas City, Mo.
Nebraska Moline Plow Co. - Omaha, Neb.
Minnesota Moline Plow Co. - Minneapolis, Minn.
Texas Moline Plow Co. - Dallas, Texas
Missouri Moline Plow Co. - St. Louis, Mo.

Eastern Moline Plow Co. - Indianapolis, Ind.
California Moline Plow Co. - Stockton, Cal.
Western Moline Plow Co. - Salt Lake City, Utah
Canadian Moline Plow Co. - Winnipeg, Manitoba
Colorado Moline Plow Co. - Denver, Colorado

Southern Moline Plow Co. - New Orleans, La.
Oklahoma Moline Plow Co. - Oklahoma City, Okla.
Dakota Moline Plow Co. - Sioux Falls, S. D.
Oregon Moline Plow Co. - Portland, Oregon

Visit us when in the City--Take car to Louise Bridge--Our Factory will interest you



Buy "HERO" GRAIN SEPARATORS

WE SELL TO THE TRADE ONLY

WE DO NOT PEDDLE OUR MACHINES

Remember, Mr. Dealer, we protect you and at the same time give you the best grain cleaner and separator on the market.

The "Hero" excels in thoroughness of work and cleans oats from wheat perfectly. Every part of every machine is carefully and thoroughly built of the very best material that we can secure. It is light, handy, efficient and reliable. It gives full satisfaction to every user and brings new business to every seller. Don't you want the grain cleaner trade of your district? If you do, handle the "Hero." Catalogue and full information will be sent immediately on receipt of your request for same.

HERO MANUFACTURING COMPANY LIMITED

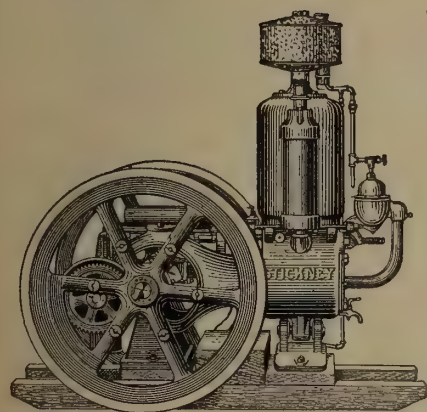
WINNIPEG

Drilling Machinery

We are Dominion Agents for the celebrated

KEYSTONE DRILLING RIGS—PORTABLE OR TRACTION

For deep wells, prospecting for Coal, Gas or Oil.



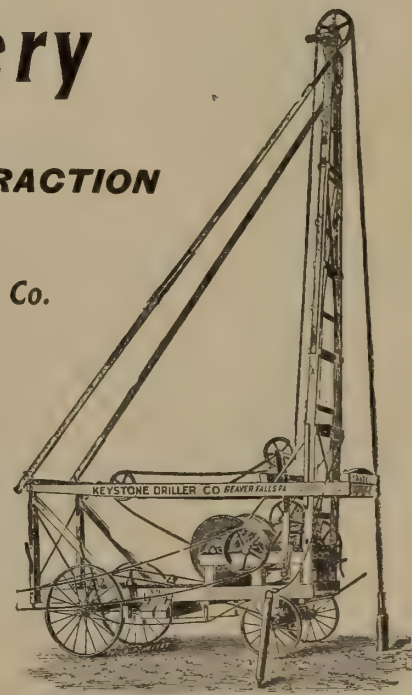
Windmills
Gasoline Engines
Horse Powers
Empire Cream
Separators
Pumps, Tanks
Saws, Grinders
Flag Staffs
Lawn Swings



The Kelly & Taneyhill Co.
Drilling Rigs
Climax Tubular
and Jetter,
AND
Monarch Driller

Fitted for horse-power or gasoline engine or steam power, for water wells—any size or depth.

If interested write for our terms, prices and catalogues.



Machine set up—Driving Power not shown

The Ontario Wind Engine & Pump Co., Limited

WINNIPEG.

Edmonton.

Mr. Samuel Lewthwaite has accepted a position with the Bellamy Co. here.

Mr. F. Kent, of the Winnipeg staff of the North West Thresher Co., was in Edmonton about the first of May.

Mr. F. Barker, formerly with J. Y. Griffin & Co., has accepted a position as accountant with the Manuel Auto & Carriage Co., of this city.

Mr. J. G. Hutchenson, of the Melotte Cream Separator Co., of Winnipeg and Calgary, was a visitor in the city a few days ago. He was "doing" some other points along the C. N. R., in the interests of his company.

Mr. Edward E. Corbett, of the staff of the Manuel Auto & Carriage Co. here, was married to Miss Mary Oliphant, of this city, on April 20th. We wish Mr. and Mrs. Corbett a long and happy married life.

Mr. J. Paquin, of the firm of Paquin & Daigneau, of Athabasca Landing, Alta., was in the capital on a business trip during the past month. He reports a good trade in the north with excellent prospects for the coming season.

Mr. J. A. Brookbank, manager

for the Alberta branch of the International Harvester Co., whose headquarters are at Calgary, was recently a visitor to the capital. While here he made a trip to Vegreville and other points along the Canadian Northern.

Mr. A. Gordon, of the implement firm of Gordon & Gordon, at Chipman, Alta., was in this city calling on members of the local trade, placing orders for new lines, etc.

Mr. C. Levallee, formerly engaged in the implement business at Morinville, Alta., recently opened up in the hotel business there. He was in the city a few days ago and states there are splendid opportunities for implement dealers at Morinville.

Mr. H. H. Halliday, who has been with the Sawyer & Massey Co., here, recently left to take up his residence in Vegreville, having secured a partnership in the Vegreville Implement Co., of that place. With his many friends and acquaintances we join in wishing every success in his new role.

Mr. Henry Pozer, agent for the Massey-Harris Co., at Vegreville, Alta., is having an extensive addition built to his present warehouse. This step has been found necessary owing to the rapidly in-

creasing business Mr. Pozer is being favored with.

Walker & Ashmore, implement dealers at Mundare, Alta., intend to commence the erection of a new warehouse in the course of a very short time. They report excellent prospects for implement and vehicle sales during 1907.

The Cream Separator and Results.

Another proof of the saving effected by the cream separator is evidenced by the recent tests conducted by Prof. Hunziker, of Indiana University. These experiments were carried on for the purpose of demonstrating the value of centrifugal separation of cream over the gravity and dilution systems.

From all over the State of Indiana some two hundred samples of milk were collected. Each was accompanied by a complete report of the creaming system used. In addition to these thirty-six lots were skimmed at the station by different processes. According to the various reports received the test was carried on under the most favorable conditions possible with the sole idea of securing the greatest efficiency of each system.

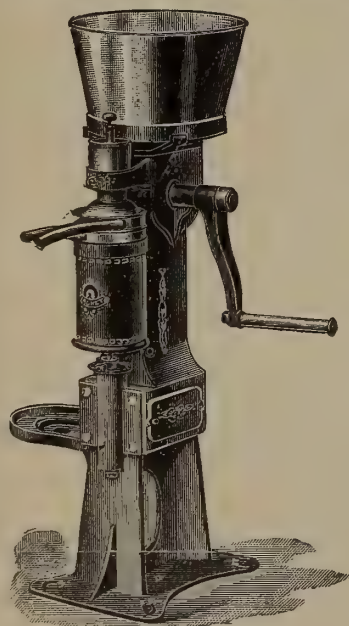
The quality of the cream pro-

duced by the four different methods was carefully noted and the results were very much to the point and in favor of the hand cream separator. After a number of careful tests it was shown that the maximum and minimum amounts of butter fat remaining in the skim milk after being run through the machine were .03 and .01 of one per cent. respectively, while the general average for the separator on the entire test showed that only .02 of one per cent. of butter fat was left in the skim milk.

Of the samples skimmed by the deep setting process the average of butter fat left in the skim milk was .17 of one per cent. The minimum of any one sample in this test was .15 of one per cent and the maximum .20 of one per cent of butter fat left in the skimmed milk. In all ten samples were used in making this experiment.

The next test conducted was that of seven samples of milk set in shallow pans. For the total the average butter fat left in the skim milk was .44 of one per cent.; the maximum being .55 of one per cent. and the minimum .38 of one per cent.

By the dilution system the same number of samples were tested.



THE MAGNET

Never saw better skimming
than was done by the

MAGNET CREAM SEPARATOR

This is the verdict of the expert engaged by the Crescent Creamery Co.

Winnipeg, Man., April 20, 1907.

The Petrie Mfg. Co. Limited,
Gentlemen:—

I have this day made two tests from the MAGNET Cream Separator No. 1.

TEST NO. 1.
Per cent of fat in milk 3.4 temp. - 85
" " cream - 23%
" " skim milk 1/2 space in
skim milk bottle.

TEST NO. 2.
Per cent of fat in cream 33%
" " skim milk 1/2 space
I find the MAGNET as close a skimmer
as any separator I have tested, also find
it easy to turn.

Yours truly,
FRED LUTLEY,
Milk and Cream Tester
For the Crescent Creamery Co.
Winnipeg, Man.

The test shows only about 3 ounces Butter Fat left in a ton of milk. This shows the wonderful perfection attained by the MAGNET.

No special machine was built for this test. It was made with the regular and only machine that we make. Every buyer of a MAGNET Separator gets one that will do as good work as the one tested at the Creamery.

Note the remarks about easy turning? On these two points the MAGNET has no equal; viz:—Close Skimming and Easy Turning. Add to these great points the square gear, double support to the bowl with the one piece skimmer, so easily cleaned. These five points are only found in the MAGNET which places it in a class by itself.

Write for our 1907 Catalogue.

THE PETRIE MANUFACTURING CO., LIMITED,

132-134 Portage Avenue WINNIPEG.

HEAD OFFICE AND FACTORY: HAMILTON, CANADA

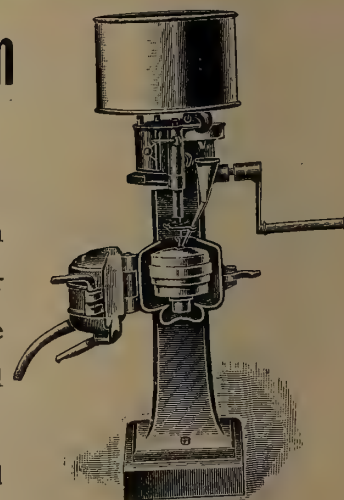
REGINA. CALGARY. VANCOUVER. VICTORIA. ST. JOHN.



Melotte Cream Separators

Stand right away from
all competition. No other
separator equals the
Melotte in value and
durability.

Write us to-day for full
particulars.



FLORENCE PUMPS

Florence Wood Pumps serve better and last longer than any other wood pump. Every pump and tube is thoroughly tested under steam pressure before it leaves factory.

Write us to-day without fail.

Melotte Cream Separator Co. Ltd.

W. ANTLIFF, Manager

Winnipeg

Calgary

By this process the average amount of butter fat left for the entire lot was .68 of one per cent. In this test the minimum was .60 and the maximum .74 of one per cent. Throughout the greatest care was taken in order to make a fair estimate and reach accurate conclusions.

In reviewing these tests the dealer will find much in them of particular interest and their significance will be borne in upon his mind when he realizes the great waste farmers are suffering who have yet refused to buy a cream separator. Let us quote a few examples from Canadian Implement

and Vehicle Trade, in support of this, and in discussion of the same subject. It says: "Suppose a cow gives 6,000 pounds of milk in a year. Suppose again that 100 pounds of this will produce 85 pounds of skim milk. If the milk from the one cow were separated by the use of water, the dilution system, 29.7 pounds of butter fat would be lost in one year. With a herd of 15 cows this would amount to 436.5 pounds of butter fat. If the milk were separated by the use of the hand machine only 2.75 pounds would be lost from each cow, or 41.25 from 15 cows.

There is a striking difference be-

tween 2 and 29 pounds and 41 and 436 pounds. These figures are based upon absolutely reliable data. There is no idea of advocating one process over another through commercial sentiments. The only man who is to be helped by this work is the farmer.

The second best system of skimming is the deep setting process but even here 17.34 pounds are lost each year from each cow or 260.10 pounds from 15 cows. The

shallow pan wastes 25.5 pounds of butter fat for each cow or 282.5 pounds for 15 cows every year. Suppose we express these figures in terms of dollars and cents. If butter fat is worth 23 cents per pound the hand separator allows only 63 cents worth to be wasted from each cow's milk in one year. With a herd of 15 cows this would amount to \$9.45. The next best system wastes \$59.85 from the same herd, and the water dilution

The Empire Proves Its Claims

The cream separator of Quality—Quality in work and quality in construction—is the

Improved Frictionless

Empire Cream Separator

In construction it is admittedly the simplest in principle. Its bowl is the lightest and turns the most easily. It is free of all complicated parts and is most easily washed. Its improved bearings make it as nearly absolutely frictionless as it is possible for a machine to be.

It is so well built and made of such good materials that it outlasts three or four ordinary separators, and very seldom needs repairs.

It gets *all* the cream and of the highest quality. In convenience, in economy and in satisfaction, it is emphatically the Separator of Quality.

We Prove These Things. We don't ask you to take mere "claims." We give you *proof*. Send today for our new catalogue. It is well worth your while to find out about the Empire.

Ontario Wind Engine and Pump Company, Ltd.,
Winnipeg, Manitoba,
Canada.



DE LAVAL CREAM SEPARATORS!



Are for folks who want the best in every line. There are lower grade machines for those who are satisfied with less, but we don't make them.

Exclusively used in creameries and model dairies throughout the world.

The DE LAVAL SEPARATOR CO.

MONTREAL

WINNIPEG

VANCOUVER

Representatives Everywhere.

Are You Getting Your Share?

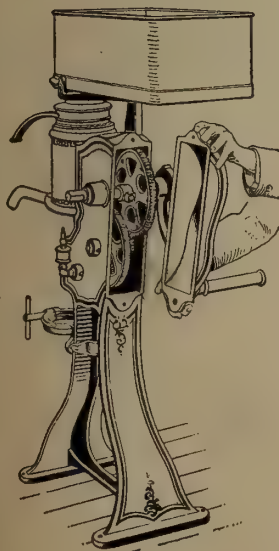
Mr. Dealer: Let us ask you—frankly—

Are you getting your share of the separator trade in your vicinity? Perhaps you're not. Maybe you're trying to sell a machine that can't stand up against the strong competition you find. But there is no reason why you should not have your share. You can. We still want some good selling agents—live ones—and if you're one of that kind, write us, and we'll make you a proposition to handle a cream separator that you can put right up against all competition—and WIN OUT.

Its skimming ability is well-known everywhere and unequalled. The picture shows its strong construction and its simplicity speaks for itself. Just show it up. A farmer can see for himself the absolute truth of your claims. Remember, too, you have all the advantage of our reputation. We've been dealing with farmers and dairy-men over thirty-three years. They know us. We've been making the U.S. nearly half that time. They know that, too. The U.S. Cream Separator itself fulfills the claims made for it, and there is a reputation and a guarantee back of those claims that farmers respect.

What do YOU say? It's up to YOU! Are YOU satisfied with YOUR share? If not, let's talk it over with you. This is the time to push separators hardest and we're ready to push with YOU to get YOUR share. Will YOU let us? Just write us, please, a few lines about the situation.

VERMONT FARM MACHINE Co., Bellows Falls, Vt.



system costs you \$102.90 yearly for wasted butter fat with 15 cows.

It is evident that the hand separator provides the best process of skimming. In a herd of 20 cows the farmer can save \$67.14 per year by using such machine in place of the deep setting, the next best system. This would be nearly enough to pay for a machine in a single season. It does not take into consideration the increased value of the cream or the feeding value of the skimmed milk, both of which are largely in favor of the separator. Doubtless the calf does not object to the presence of butter fat in the milk but the same element can be furnished by adding a

little highly carbonaceous feed to the skim milk."

These are arguments in favor of the hand cream separator backed by actual, carefully conducted tests. They are of such a nature that dealers should make every possible use of them in discussing the question of cream separator purchase with farmers who have not yet invested in this valuable machine.

A Tip-Top Catalogue.

For ideas as to nifty style, up-to-dateness in typographical work, and skill and execution in the matter of illustrations it would

pay every dealer to secure a copy of Catalogue No. 23, recently issued by the Fuller & Johnson Co., of Madison, Wis., who are represented in Western Canada by The Stewart-Nelson Co., of this city. The business of the Fuller & Johnson Co. was founded in 1840, so that they are one of the oldest manufacturing establishments in the country. Their implements have earned a justly celebrated reputation for quality and durability. In addition to their extensive implement line they have devoted their energies to the manufacture of gasoline engines with great success, as well as to the construction of wagons and trucks. This diversified line gives the company plenty of scope and their catalogue bears witness to this fact, because it is replete with numerous cuts of the different articles made by them. If you desire a copy write the Canadian representatives of the manufacturers or direct to the home office of the company. Mention Canadian Farm Implements and oblige us.

Successful Meetings Discuss Interesting Subjects.

On April 26th, the Winnipeg Wholesale Implement Association held their regular monthly meeting in Manitoba Hall. There was a large and representative attendance of those connected with the trade, and the proceedings were marked by the keenest interest and enthusiasm, which may be taken as an indication that the organization is a live one.

The President, Mr. C. H. Whitaker, manager of the Manitoba branch of the Massey-Harris Co., presided. Several matters of interest to the retail as well as the wholesale trade were discussed. A special committee appointed at a previous meeting reported the preparation and forwarding of a memorial to the Board of Railway Commissioners at Ottawa, in connection with express rates in Western Canada. This memorial went into conditions governing express matters in Western Canada very fully. Schedules of rates showing comparisons between charges prevalent in the East and South and those of the West were submitted as well as others evidencing the

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales have greatly increased.



THEY ARE

Light Running

Well Finished

Attractive in Appearance

AND MADE BY THOROUGHLY EXPERIENCED MECHANICS

Of the very best materials throughout every stick of which is perfectly air-dried.

OUR GUARANTEE IS BACK OF THEM.

WRITE US

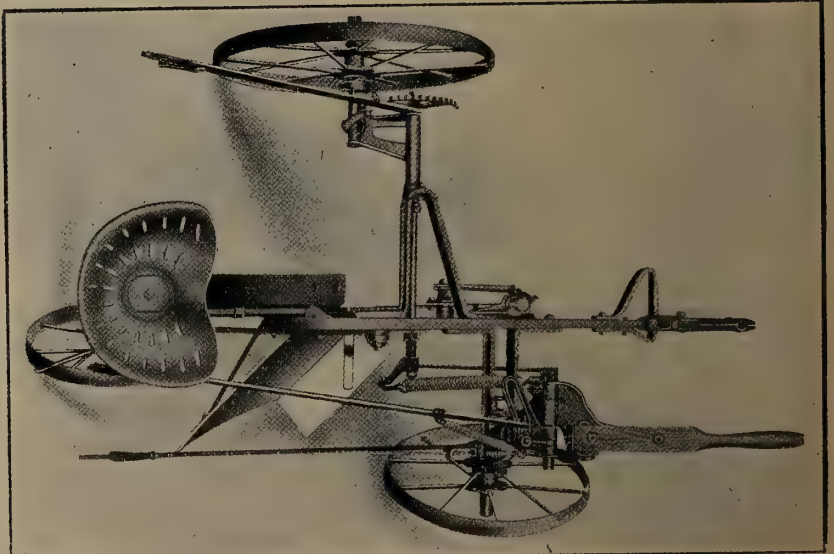
The Fairchild Co., Ltd.

WINNIPEG

REGINA

CALGARY

NEW ECLIPSE PLOWS



The "IDEAL" Sulky is the latest development in Frameless Sulkies. Lifts higher than most Low Lift Sulkies—but no higher in price.

For work where a strong, medium weight, and perfect working Plow is required—the "Ideal" will fill the bill.

Write us,

The STEWART-NELSON CO. Limited,

General Agents, WINNIPEG.

Made by

Fuller & Johnson Manufacturing Co.

Madison, Wis.

difference that exists between the rates charged for similar mileage between the two companies operating in Western Canada. In addition the Association drew the attention of the Commissioners to the limited classification provided by the express companies, and the necessity and fairness of revision in this connection.

Reports were received from Mr. J. E. Ruby, manager of the Frost & Wood Co., chairman of the Legislative Committee, in regard to the passage of a Lien Act by the Province of Saskatchewan. A copy of this Act, as received, appears in another part of this issue.

Following this Mr. H. W. Hutchison, president and manager of the Fairchild Co., chairman of the Freight Committee, presented an elaborate report in connection with freight classification. Exhaustive data were read showing the difference existing between classifications prevailing on American and Canadian railroads. According to this matter it was clearly evident that Canadian shippers were greatly discriminated against, the schedules being a class or more higher in almost every line of goods sold by the implement dealer. Mr. Hutchison contended that as classification was the basis upon which rates are fixed that in order to get reduced rates it was necessary to first get revision of the classification lists. After listening to Mr. Hutchison the Association decided to request him to wait on the Classification Committee of the Canadian Railways, while in Toronto, sometime in the near future.

It is the discussion of such matters as these that is making the Winnipeg Wholesale Implement Association an important factor for trade betterment.

The membership for this year shows a very gratifying increase and there is every indication that 1907 will be recorded as a year of progress and results for this organization.

The Finest Freight Elevators.

In every warehouse, of more than one flat, the elevator system plays an important part, and as the building increases in size the value of the hoisting apparatus increases in proportion. Modern warehousing methods demand that all goods be handled as rapidly and economically as possible and in order to facilitate this work large and commodious elevators, running at high speeds and capable of bearing heavy loads, have been produced to accomplish it.

Throughout the West, but especially in Winnipeg, there are very many large warehouses each with its own particular hoisting machinery, but it is not stepping beyond the bounds of truth to say that the finest freight elevator service in Western Canada is that which has been installed in the recently improved warehouse of the Cockshutt Plow Co., at the corner of Princess Street and Alexander Avenue, this city.

For this purpose a new shaft was erected running from the basement to twenty feet above the level of the roof. It is constructed of steel and concrete and is lined with heavy brick walls. This shaft is situated in the centre of the building at the rear and double doors on each side of every floor give ample accommodation for loading and unloading. Every doorway is protected by automatic gates and each is also equipped with the Wilson steel curtain fire door.

This shaft provides room for two express freight elevators, each 8 x 16 feet, as well as making provision for an enclosed stairway from top to bottom. These elevators are operated by two 16 h. p. direct connected electric motors. Each has a carrying capacity of from 4,000 to 5,000 pounds and runs at a speed varying from eighty to one hundred feet per minute. With the excellent service provided by these elevators the warehousemen are enabled to take care of the contents of a car, whether outgoing or incoming, in a comparatively short space of time.

As we said before the shaft in which the hoists are enclosed runs twenty feet above the roof. On top of this is placed a 20,000 barrel tank, which provides an additional water service for the sprinkler system. The Cockshutt Plow Co. are certainly up-to-date in the matter of conveniences as every dealer will admit who avails himself of a visit to their warehouse while in Winnipeg.

The Twine Market.

Writing on the binder twine market on May 2nd, Farm Implement News has the following to say:

"The week has brought no changes of consequence in the twine situation. The market continues dull and quiet, sales being of small volume and few. To further emphasize the apathetic condition there is little inquiry. Apparently the trade is waiting, Micawber-like, for something to turn up.

The latest reports from the important winter wheat state are more encouraging than previous reports. They set forth that the abandoned acreage is less than 5 per cent. and that the remaining area is larger than the harvested acreage of 1906.

The condition of oats in the central and middle west states is a matter of concern. Much of the early sown crop succumbed to unfavorable weather and not all of

the affected acreage was re-seeded. Instead, it will be put in corn.

Prices remain as previously quoted, the schedule representing the nominal rate of some and actual rates of other sellers. No very deep cuts have been made and no open quotations of cut prices have appeared, as far as known, except by the "plain tag" plan.

Sisal 9½@ 9½
Standard 9½@ 9½
Standard manila 10½
Manila (600 feet) 12½
Pure manila 13½@ 14
Car loads ¼ cent less; five ton lots ½ cent less."

These figures are all f. o. b. Chicago or points taking like rate of freight. In order to reach Western Canada prices dealers must add 75-cents per 100 pounds f. o. b. Winnipeg.

**METALLIC
CROSSES &
FINIALS
METALLIC ROOFING CO.
LIMITED
TORONTO & WINNIPEG**

The "MANITOBA LINE" a Money Maker



Because it is composed of reliable goods properly made, thoroughly tested, and carefully finished.

Our "MANITOBA" Windmill is the most scientifically constructed Mill in the World. Built to meet Western Requirements.

A Customer's Testimony

Moosomin, Sask., Feb. 11, 1907
Gentlemen,—For windmill power there is no mill to compare with your "New Manitoba." It excels all others for power and speed. It is the most substantial mill and the best value for the farmer. It crushes 30 bushels of barley per hour easily. Doubters of this assertion, who have money to lose, should apply to me.

Sincerely, A. S. Dalgleish.

The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

"MANITOBA" Steel Saw Frame Absolutely all Steel. Heavy Angle Steel Frame and Table. Note the Steel Cross Braces. "The Best that's Made."

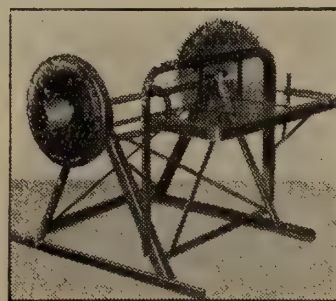
The Famous "Manitoba" Pumps, known and recognized throughout the West as the "STANDARD OF EXCELLENCE."

We Manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized Iron.

SEE OUR NEW "CANADIAN PETERS" PUMPS

WRITE FOR CATALOGUES

THE "MANITOBA" GASOLINE ENGINE



"MANITOBA" STEEL SAW FRAME

The Manitoba Windmill & Pump Co., Ltd., Mfrs., BRANDON, MAN.

Box 301



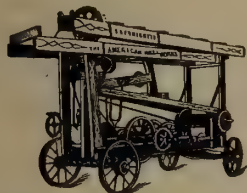
—THE—

American Well Works

AURORA, ILL., U.S.A.

Winnipeg Representative:

T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

CATALOGUES ON REQUEST.

Correspondence solicited—giving details of what must be accomplished.

We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by

Canadian Farm Implements, Ltd.

F. D. BLAKELY, Manager

901-2 UNION BANK BUILDING,
WINNIPEG, CANADA

Telephone 518

SUBSCRIPTIONS

Fifty Cents per year. Single copies Five Cents
[Postage Paid Anywhere.]

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**Change of Copy for Advertisements
should reach this office not later
than the 5th of each month.**

CORRESPONDENCE

solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

MAY, 1907

The General Situation.

There are comparatively few members of the implement fraternity who are not already speculating on the results of the agricultural operations of 1907. The very backward spring has had the effect of delaying the early work of the farmer long past the usual time and there is grave concern as to what the result will be when the crop should be ready for harvesting.

It is not to Western Canada alone that this late season is confined. All over the continent, and particularly the northern portions of it, the same conditions are prevalent. In Ontario, Quebec, and the Maritime Provinces the farmers are weeks behind in their work, owing to cold and stormy weather.

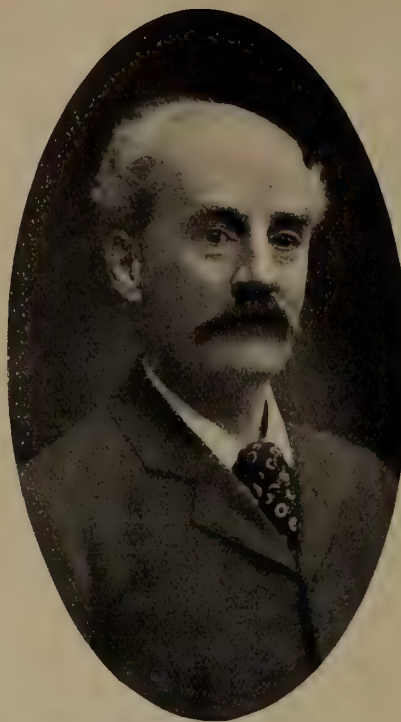
It seems to be the general consensus of opinion, with which we have come in contact, that even if there is late seeding it is no reason why there should not be a good yield, providing conditions are favorable from now until the grain is ready for harvesting. All agree that the acreage under crop will be much less than would have been the case had we had such a spring

as that of the past two or three seasons. No doubt the acreage will be materially lessened, particularly in the older districts, but it must also be taken into consideration that a large proportion of land broken by settlers of last year will come into cultivation this season. This may result in keeping up the acreage, but there will be very little, if any, increase over that of 1906.

The conditions of this spring have undoubtedly affected the business of the implement trade to a greater degree than that of any other line. In the first place all through the winter the various manufacturers and jobbers have been struggling against tremendous obstacles in the matter of transportation. The traffic service of the West was so impaired that it was impossible to get shipments through to point of destination a few days after leaving the factory or warehouse. Unquestionably the weather has alleviated the situation from the standpoint of the implement man. It gave the transportation companies the necessary opportunity of getting their roads cleaned up, to get deliveries made to the waiting dealers, while at the same time it was cold enough to keep farmers off the land.

From a scrutiny of conditions and from what several jobbers have told us, the drill trade of this spring has been exceedingly satisfactory. Many farmers are stated to have purchased additional drills simply to insure seeding as early and rapidly as possible. Plow sales are reported slower than last year at this time but there is a feeling prevalent that the demand for this line, together with other tillage implements, will be greater during the fall of 1907 than it was during that of the previous year, always providing that a successful crop is harvested.

Up to this time local jobbing houses have reported collections very slow. There is a stringency of ready cash all over the country. This can readily be traced to one of the principal causes; viz., the inability of farmers to get their wheat shipped owing to the congested state of transportation all fall and winter. At the present time it is estimated that fully a third of the crop of 1906 is yet in the hands of farmers and interior elevators, and while these elevators will be shipping as rapidly as cars can be secured from now on, very few shipments will be made by the



The late William D. Watson.

Notice of whose death appeared on page 17, April number.

actual growers until seeding operations are completed.

Farmers compelled to hold their wheat over from last fall will have the satisfaction of getting higher prices for it. Market quotations are from five to ten cents per bushel higher than they were at that time and the market appears strong and steady. This increase in wheat prices mean much less to the farmer than such a rise would indicate. Every farmer forced to carry wheat over has had to pay storage charges, insurance, etc., etc., so that the higher values will little more than recompense him for the worry and trouble necessary to holding the grain over.

Reports from several states across the line indicate failure in the wheat crop. Kansas, the single state that last year produced something over one hundred million bushels of wheat, is said to be seriously affected and that the total yield produced will not amount to more than fifty or sixty per cent. of that of last year.

The buoyant optimism of the West is little influenced by these reports. Conditions may be backward, the acreage under crop this year may not be as great as it might have been, nevertheless there is every indication at the present writing that the year will be a prosperous and profitable one for the West and particularly for the manufacturer and seller of agricultural implements and vehicles.

James G. Crockett.

Mr. James G. Crockett, who for thirty years has been connected with various harvester and implement concerns, passed away at the Rolater Hospital, Oklahoma City, May 4th, 1907, after undergoing a surgical operation. Mr. Crockett was born November 11th, 1843, at Jonesborough, Washington Co., Tennessee, and was married May 9th, 1872 to Margaret R. Ross of Beardstown, Illinois, who, with a son and daughter survive him.

During the years Mr. Crockett has been engaged in the machinery business he has been employed by such firms as the McCormick Harvester Co., the Deering Harvester Co., the Plano Mfg. Co., and after the merger was retained by the International Harvester Co. as field expert and general repair man at Calgary, Alberta.

For the past two years he has been employed by the Dain Mfg. Co., Ottumwa, Iowa, as a special demonstrator. While serving in his various capacities, Mr. Crockett or as he was familiarly known, "Davy," made a host of friends. He had that admirably quality of endearing himself to every one with whom he came in contact. His familiar figure and hearty greetings will be missed by a legion of dealers salesmen, manufacturers and friends whose confidence and esteem he commanded. He was loyal to his employers and the implement world has lost an earnest, attentive, hard worker. The remains were interred, May 7th, at Ottumwa, Iowa where he has made his home for twenty years past.

Natives of Canada.

Illustrated from cover to cover with many illustrations of their full line of implements and vehicles and containing a number of large halftones of their various plants at Toronto and Brantford, Ont., the catalogue recently issued by the Manitoba Branch of the Massey-Harris Co. reached our desk a few days ago. The cover of this is neatly printed in colors and depicts three natives of Canada: the Massey-Harris Co., the prairie chicken and wheat. The design is well executed and the typographical work brings the prairie fowl into bold relief. Copies of this list are valuable to agents of this concern, as well as competing dealers, and every representative of the Massey-Harris Co. should endeavor to get a sufficient quantity for distribution among his trade. Write this company at once and mention us. We'll appreciate it.

Personals.

Mitchell & McGillivray is the name of a new implement establishment at Baring, Sask.

Rice & Earl is the name of a new firm that recently started in the implement trade at Red Deer, Alta.

Mr. J. E. Ruby, manager of the Frost & Wood Co., recently made a trip West in the interests of his Company.

Mr. J. W. Williams, implement dealer at Sidney, Man., sold his business to one Mr. T. C. Babb a short time ago.

Mr. A. J. Josephson recently purchased the implement and harness business of Mr. P. J. Funk at Herbert, Sask.

A short time ago a concern known as Loftus & Miles commenced an implement business at Innisfree, Alta.

Mr. Max Haydn, implement and vehicle dealer at Rosthern, Man., recently sold his business to one H. A. McEwen.

Mr. John Inglis, the well-known implement dealer of Brandon, Man., was in Winnipeg on a business trip a few day ago.

It is understood that Mr. T. J. Freeland, implement dealer at Medora, Man., recently sold his business to Mr. A. D. Nicholson.

It is reported that Mr. G. W. Mahon, who has been doing a carriage business at Okotoks, Alta., recently sold out to Mr. A. N. Stinson.

Baxter, Shrimpton & Co. is the name of a new firm that recently opened up in the agricultural implement and vehicle business at Pense, Sask.

The firm of Auchmutry & Kohl-russ, implement agents at Sedley, Sask., recently underwent a dissolution of partnership. Mr. John Auchmutry continues.

Mr. J. W. McCabe, of Detroit, Mich., was in the West recently investigating conditions with a view to opening up in business here, preferably in the agricultural implement and vehicle line.

A new Alberta town, Sunnyslope, is fortunate in having an implement firm located there. The names of the owners are McKinnon and Karnagel.

Mr. John Stevens, manager of the John Stevens Co. of this city, has just returned from a trip to the factory of the Rock Island Plow Co., at Rock Island, Ill.

For the month or April the amount of customs duties collected at Winnipeg was \$441,462.62.

This is an increase of \$133,337.85 over the corresponding month of 1906.

Lefleur & Whittle, carriage dealers at Port Arthur, Ont., had a portion of their place of business destroyed by fire a short time ago.

The firm of Wilkins & Hicks recently sold out their agricultural implement business at High Bluff, Man., to Mr. W. Donnelly.

Mr. C. W. Smith is the name of another man who is endeavoring to seek his fortune by selling farm implements and vehicles. His place of business is at Daysland, Alta.

It is reported that McGuire & Fraser, who have been conducting an implement business at Yellow Grass, Sask., have been succeeded by a Mr. E. H. Johnson.

Mr. A. F. Hartley, manager of the C. F. Hartley Co., of Decatur, Ill., manufacturers of the Hartley weigher, was in the city and West recently in connection with the introduction and sale of their machines in Western Canada.

Mr. P. J. Roach, of the Mount Forest Carriage Co., of Mount Forest, Ont., is making an extended trip through the West in the interest of A. C. McRae, who handles the products of his company for Western Canada.

Mr. D. B. McLeod, manager of the North West Thresher Co., of Winnipeg, recently returned from a trip to points in the South and East. He was absent about a month and reports a very pleasant and profitable time.

Mr. W. J. Batters, of Holland, Man., a well-known implement dealer, in addition to his other business is shipping a large number of horses and cattle into Winnipeg this spring, and reports a splendid market for his stock.

Mr. A. E. McKinstry, Canadian sales manager of the International Harvester Co., with headquarters in Chicago, was in the city and West for several days a short time ago in connection with matters affecting his company's interests.

Tudhope, Anderson & Co., of Winnipeg, with transfer connections at Regina and a branch house at Calgary, recently concluded arrangements with the Fish Bros. Wagon Co., of Racine, Wis., to handle the celebrated Fish wagon in Western Canada. It will be always in the swim.

Mr. J. M. Coates recently returned to the city from making a tour of the West, in the interests of Superior Fanning Mills. He re-

ported an excellent trade in this line but had a few things to say about weather conditions, the railway service and hotel accommodation.

A deal that has been underway for some time was consummated a short time ago when Mr. G. H. Kylo took over the implement business of Kylo, Curtis and Blanchard, at Craik, Sask.

Mr. J. J. Bugee, manager of the Canadian Moline Plow Co. of this city, recently left on a visit to the head office and factory of the company at Moline, Ill. During his absence which will be of about a fortnight's duration, he will go East and visit several of the Ontario connections of the Canadian Moline Plow Co.

Mr. G. K. Wedlake, mechanical expert of the Cockshutt Plow Co., at Brantford, Ont., recently came West on a business trip in the interests of his company. He will remain in this territory, carrying on experiments, etc., for about a month.

Mr. Archie G. Watson, manager of the John Watson Manufacturing Co. of this city, recently left on a trip to the head office and factory of the company at Ayr, Ont. This trip was necessitated by the death of Mr. W. D. Watson, which took place last month. It is Archie's intention to visit several United States cities on his return trip, including Chicago, Moline, and the Twin Cities. He will be absent until about June 1st.

Mr. E. C. Gosset-Jackson, the well-known implement dealer of Rapid City, Man., was in Winnipeg for several days recently. While here he called on several members of the local trade. He reports a splendid season's business last year, and, despite the tardiness of spring, is confident that the crop of 1907 will be much larger than that of the preceding year. He was accompanied by Mrs. Gosset-Jackson.

Mr. E. Keller, of the Keller Mfg. Co., of Sauk Centre, Minn., manufacturers of farm wagons, trucks, bob sleighs, cutters, harrows, etc., was in Winnipeg recently investigating trade conditions in this territory in the interests of his company. He is reported as having been well pleased with the prospects and with the evident opportunities there are in Western Canada for the selling of such lines as his company manufacture.

Mr. John Rogers, of Glennie & Rogers, implement dealers at Mac-

donald, Man., was in the city for a few days the second week in May. He reports a very fair volume of sales despite such a backward spring and stated that considerable seeding had been done in the Macdonald district before he left home.

Senator O. W. Johnson, president of the Fish Bros. Wagon Co., of Racine, Wis., while passing through Winnipeg on his way home from a trip to the Pacific coast, stopped off and spent a day with the Tudhope, Anderson Co., who have secured control of the Fish wagon in the Dominion.

Mr. James Fraser, manager for the implement and vehicle firm of Campbell & Lawrence, at Miami, Man., was in Winnipeg on a business visit to members of the jobbing fraternity a short time ago. He stated that farmers in his district were complaining of the lateness of the season, but so far the slow spring had not materially affected the sale of any lines handled by dealers, except probably plows. He was optimistic regarding the trade outlook and with anything like a fair show is convinced the West will return another large crop and that 1907 will be another prosperous season for the implement man.

Mr. W. P. Wells, the genial manager of the Saskatchewan branch of the International Harvester Co., with headquarters at Regina, was in the city on a hurry-up business trip since our last issue appeared. He stated that despite a late spring the outlook for large sales in the particular lines in which his company are interested was exceedingly bright, and thought that 1907 should prove another banner year for the implement fraternity.

A new concern, to be known as the Regina Windmill and Pump Co., was recently granted articles of incorporation by the Saskatchewan government. While nothing definite could be learned, we understand that the new company are strong financially, that they have secured a suitable site in Regina, and that they are at present busily engaged in the construction of a plant. We will likely have an announcement to make to the trade concerning this company in a later issue.

Mr. W. A. Cavanaugh, first assistant mechanical superintendent of the International Harvester Co., having his office in Chicago, was in Winnipeg for a couple of days very recently.

Despite weather conditions he was optimistic and stated spring was very little further advanced in the northern states than here. Before coming West he had just returned from a trip into Eastern Canada and there he found very little spring work touched, owing to the severity of the weather. While he is not in love with present conditions and contends that the acreage under crop this year may be contracted in comparison with what it might have been had we had a normal spring still he believes that with favorable weather from now until harvest the yield should not suffer materially and that a prosperous year will result.

Mr. E. E. Ffolkes, president and general manager of the Wilkinson Plow Co., Toronto, Ont., was in the city for a couple of days the early part of May visiting the Stewart-Nelson Co., who represent his company in Western Canada. Mr. Ffolkes was feeling exceedingly well satisfied with the share of business secured by his company from Western buyers last year and is looking forward to another prosperous season. He stated that conditions at the factory were in excellent shape, and continual improvements were being made to take care of their

constantly increasing business. Speaking of weather conditions, he said that spring was just as backward in Ontario and other parts of the East as it is in the West.

Mr. J. E. Bevan, formerly agent for the Massey-Harris Co., at Stonewall, Man., but who gave up the business some months ago and went to reside in Cleveland, O., recently joined the traveling staff of the William Johnston Co., of this city. Mr. Bevan will make Calgary his headquarters and will have full charge of the entire Johnston Co. business in Alberta. The long experience that Mr. Bevan has had in connection with the retailing of farm implements and vehicles will stand him in good stead in his present responsible position. We have had the pleasure of meeting him and are well aware of his friendly feeling towards those in the retail business. With his large circle of friends we join in extending to him our congratulations and wish him every success that may be achieved.

Mr. J. O. Thorn, general manager of the Metallic Roofing Co., of Toronto and Winnipeg, was in the city for several days during the past month in connection with matters pertaining to their local house and Western trade. While here

Mr. Thorn paid us a brief visit and we had the pleasure of a short conversation with him. He stated that his company's operations in this territory last year were the most successful in its history. In view of this it is their intention to increase their facilities at this point and they are making large and extensive additions to their big factories at Toronto. Mr. Thorn had some complaint to make in connection with transportation but in this he does not differ from other large shippers. He was optimistic regarding trade for 1907, and, with average conditions, believes this will be a prosperous year for the West.

Mr. John H. Turnbull, assistant manager for the western branches of the Sawyer & Massey Co., with headquarters in Winnipeg, recently forsook the ranks of the bachelors and entered that of the benedicts. On Wednesday, May 15th, he was married to Miss Evelyn May Gibson, daughter of Mr. Thos. W. Gibson, of Winnipeg. The ceremony took place at Westminster Church where a large number of friends of both parties were present. Mr. and Mrs. Turnbull left on the evening train for Eastern Canada, where they will spend a

month visiting friends and sight-seeing at Toronto, Hamilton, Niagara Falls and many other points. Mr. Turnbull has been connected with the Sawyer & Massey Co. for the past ten years. He was first engaged in the sales department at the head office of the company in Hamilton, Ont., and two years ago came west in his present capacity. With his many friends of the trade we join in wishing both Mrs. Turnbull and himself a long, prosperous, and happy life.

Progress of Business Training.

The Central Business College, of Winnipeg, report the past year as having been one of the most flourishing in their history. Their business increased fifty per cent. over that of the preceding year; nearly eight hundred students taking advantage of securing a training along business lines.

In the matter of calls from business men for office help, although the weather might be considered to some extent as a deterrent to business expansion, yet the demand for office assistants and stenographers has been very much greater than that of last year.

Messrs. Wood & Hawkins, the principals of the school, state that from their point of view they expect the coming year to show even a greater increase in new business than the past.

For the Year 1907 a Special Business Proposition is attached to the Agency for the

MOLINE WAGONS

Dealers handling the MOLINE WAGON can make a better showing because the factory stands practically all of the selling expense of the wagon.

It is all done by our comprehensive and far reaching advertising system which forces the attention of almost every farmer in Western Canada to the MOLINE WAGON in a way that he is convinced of its superiority over other makes.

An enormous demand for the MOLINE WAGON is thus created which enables us to turn a lucrative business right over to the dealer without any cost to him.

We pay the entire expense of getting the business; nothing to do for the dealer but to take the clear profits.

We are reimbursed for this additional outlay by the enormous increase in our business that was bound to follow such an unusual business method; the best business proposition offered an agent in many a day.

Write us for particulars. We of course are under contract for a great deal of territory, but it won't cost you anything for the enquiry to find out how we are situated in your respective location; and it may be possible you can take advantage of the benefits offered by the Moline Wagon Agency.

More Moline Wagons sold in Canada than all other American Wagons combined

MOLINE WAGON COMPANY

MANUFACTURERS;

Des Moines, Ia.

Moline, Ill.

Milwaukee, Wis.

GENERAL AGENTS

THE FAIRCHILD COMPANY, Ltd.

WINNIPEG

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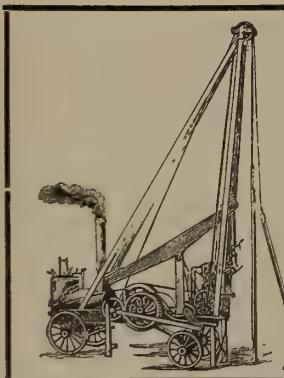
CALGARY



WISE DEALERS
HANDLE
CATER'S BIG 4
CATER'S PUMPS
STAR WINDMILLS
STAR SWINGS
GASOLINE ENGINES

They are the standard. We ship promptly.

BRANDON PUMP & WINDMILL WORKS
Box 410 BRANDON, MAN



YOU CAN MAKE MONEY:
Buy a "Crown Machine". Never mind the first cost. It will prove cheapest in the long run. You can drill faster, better, deeper, and cheaper than with any other make. We spare no expense to build a first class machine. One to do work. One you can swear by, and one that will make you money. Tell us your needs. The right Catalog will come. Drilling and Fishing Tools, all kinds.

Crown Drilling Machine Co.,
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Toronto, Winnipeg, Vancouver
WILLIAMS & WILSON, Montreal.

BRADSTREET'S
Established 1849 Capital and Surplus \$1,500,000
Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.
OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.,
Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

Calgary.

Mr. T. J. Scott, of the American-Abell Threshing Machine Co., is making an extended trip over the southern territory.

Mr. D. McKillop, who has been for sometime a representative of the Fairchild Co., has severed his connection with that firm.

Mr. J. A. Latimer, manager of the Cockshutt Plow Co. here, has been spending some days in the south territory.

Mr. H. Aird, assistant manager of the local branch of the Massey-Harris Co., left last week for a short holiday in the mountains.

Mr. J. A. Blair, the well-known implement traveller, has completed arrangements to represent the interests of the Frost & Wood Co. on the north line.

Mr. J. G. Douglas, who for some time has been connected with the Massey-Harris Co. here has been appointed local agent for the Tudhope Anderson Co. in Calgary, and is pushing the sales of their machinery.

Mr. J. P. Minhinnick, general agent for the Frost & Wood Co., is inspecting all his firm's agencies on the Lacombe and Wetaskiwin branches, together with intervening points on the north line.

The new warehouse for the Tudhope Anderson Co. is beginning to assume definite shape, and from present indications will be among the best wholesale warehouses in this city.

Mr. Percy Verity, superintendent of the Verity Plow Works at Brantford, Ont., spent some days in Calgary after which he left for outside points to make some tests of new plows their factory is getting out.

Mr. A. L. Johnson, superintendent of the Hamilton factory of the International Harvester Co., Hamilton, Ont., was a visitor in the city for some days recently. He is now looking over some special work at outside points.

Mr. W. G. Hunt, manager of the Massey-Harris Co. here, has just returned from Lethbridge, where he has completed arrangements for the erection of a large transfer warehouse. He also reports that their new warehouse at Leavings is nearing completion.

Mr. J. A. Brookbank, manager of the International Harvester Co. at this point, spent some days in the south territory recently and, while away, contracted a cold which laid him up for a short time. We are glad, however, to notice that he is able to be around again.

Mr. F. W. Ruttle, who for a number of years was an implement traveller in Manitoba and who for the last three years has been general agent for the Massey-Harris Co., in New Zealand, has returned to Canada, and has joined the Alberta staff of the same firm. He will make Wetaskiwin his headquarters.

The J. I. Case T. M. Co., are moving their offices from 1st Street West to Main Street West where they have obtained larger and more commodious quarters. These, they think, will do them until such time as they can get a warehouse of their own completed. Their new location is close to the centre of the implement district as well as having the advantage of being on Main Street.

The new addition to the Cockshutt Plow Co. warehouse in Calgary is nearing completion, the electric hoist and offices now being installed. The building when finished will be a credit both to the

company and the city. It is a three story solid brick, with 50 ft. frontage on 9th Avenue and extends back to the C. P. R. spur in the rear. The management are also having a private spur placed.

Among the implement dealers noticed in the city during the month were: Messrs. M. McHardy, Okotoks; A. F. Grady, Macleod; S. Severson, Staveland; O. W. Hembling, Didsbury; and Geo. Becker, Crossfield, as well as

Mr. Jas. Coombe, Airdrie; Mr. T. C. Black, High River; Mr. W. J. Leismer, Didsbury; Mr. D. Wilson, of Wilson & Gunston, Innisfail; Mr. E. R. Shantz, Carstairs; Mr. Jos. Howard, Cochrane.

Alberta has been experiencing the same weather conditions as the rest of Western Canada, consisting of very cold and backward spring and consequently delay in seeding. In the southern part of the province, however, they have about completed wheat seeding and in the central portion a large proportion is completed, while in the north very little has been done as yet.

On account of the weather collections have not been as satisfactory as they no doubt otherwise would have been, but climatic conditions do not appear to have greatly affected the sale and delivery of machines as the demand this spring has been enormous. A very satisfactory point to the selling departments has been the large proportion of cash sales. As soon as the weather clears up there is no doubt but that conditions in every line will materially improve.

The first annual banquet of the Alberta Wholesale Implement & Carriage Dealers' Association was held in the Elks' Banquet hall a short time ago and was a decided

success. About 100 sat down, consisting of almost a full representation of the membership together with some representatives of concerns who have applied for membership, as well as representatives of the transportation companies and the press. The following is the toast list as carried out:—Address by retiring president, Mr. H. W. White; The King—Our Dominion, Mr. A. G. Austin; The Maple Leaf, The Orchestra; Our City and Province, Mr. A. C. Ross; The Legislature and Commercial interests, Mr. W. G. Hunt; Recitation, Mr. Ernest Willis; Our Association—Implement Division, Messrs. J. A. Latimer and J. P. Minhinnick; Thresher Division, Messrs. E. McCammon, O. S. Chapin, and J. McWhinney; Carriage Division, Mr. S. H. Roe; Song, Mr. E. H. Knight; Transportation, Mr. J. N. Niblock; Our Affiliating Associations, Mr. S. H. Roe; The Press, Mr. J. Y. Byers, and The Ladies, Messrs. M. J. Williamson, W. E. Hall, A. G. Austin.

From every standpoint the gathering was of a most successful nature and, we believe, was the precursor of what is only the beginning of a series of pleasant associations on the part of the members of the implement fraternity of Calgary and Alberta. The hearty congratulations of all present were extended to the banquet committee for the excellence of the entertainment and repast provided, and everyone went home feeling well satisfied with the evening spent.

A largely attended meeting of the Alberta Wholesale Implement & Carriage Dealers' Association was held in the offices of the International Harvester Co., on Saturday evening, May 4th, at which several important matters were taken up and disposed of. One matter, which for a long time has

SOME LEAD, OTHERS FOLLOW; Our Vehicles have Distinctive Features of their Own



FAMILY SURREY, No. 91.

This fact, together with the Material used and perfect construction, is what makes our goods easy to sell, and has given us the reputation we enjoy.

We show here but two of our 150 styles of vehicles. Every one is an outstanding leader of the kind.



SPECIAL LIVERY No. 51.

THE FAIRCHILD COMPANY, LIMITED

WINNIPEG

REGINA

CALGARY

CATALOGUES ON APPLICATION.

been a source of considerable annoyance and expense to the members of the Association and all other shippers in the city, is that of the unsatisfactory facilities for handling freight at the local freight sheds. Steps are being taken, with the rest of the wholesale section of the Board of Trade to obtain accurate statistics to be placed before proper authorities with a view to having the matter rectified. There were several items of particular importance to the thresher section also brought up, and it was decided to hold a special meeting of the members representing the thresher interests, on Saturday, May 11th, in the offices of the Chapin Co., in order to fully discuss matters pertaining to their business.

Let Us Help You.

With this issue Canadian Farm implements has made some revision in the heading appearing on the editorial page. On perusal it will be found to contain a paragraph soliciting correspondence from dealers, jobbers, general agents, manufacturers, travelling salesman and others, on all classes of subjects pertinent to the farm implement and vehicle trade.

We want everyone engaged in the above mentioned spheres of work to feel that Canadian Farm Implements is his particular paper and that it is the desire of the publishers to make it as helpful and

practical from the trades' standpoint as we possibly can. We feel that in order to accomplish this every man interested in the business, in any way, must grant a measure of assistance.

Correspondence on subjects such

as salesmanship, collections, special items re various lines, descriptions of systems used, and experiences of all kinds are desired. We want all our readers to benefit by taking Canadian Farm Implements and we realize that in order to make it of greater assistance we must have the help of all those engaged in the agricultural implement and vehicle business. We're here to help the fraternity. Let us do it.

A Handsome, Convenient Warehouse.

In several issues of Canadian Farm Implements we have noted the splendid new building of the Frost & Wood Co., erected on the corner of Princess Street and Ross Avenue. In this issue we reproduce a photograph showing a portion of their showroom. Owing to the size of the camera it was impossible to secure a larger picture and we make this explanation because we feel that our illustration does not do the commodious showroom or the company's excellent display of their various lines the justice it should.

The building, which is 78 x 116 feet, is constructed of red brick and is handsomely set off by cut stone facings. It is four storeys high, exclusive of basement, and backs onto a spur track at the rear, thus affording such railway facilities as are necessary to the convenient and economical operation of a large business. In the basement are stored various lines of agricultural implements and vehicles, particularly those of the heavier kinds.

The second floor is devoted to a display of the company's numer-

ous lines and our illustration shows a very prescribed portion of it. This dealers will realize when we say that it is about 76 x 80 feet in size. At the rear of this display room the shipping quarters of the company are conveniently located, admitting of unloading and loading cars direct from this floor.

On the second flat the clerical headquarters are situated and here the general manager has his private offices. The portion of this floor not utilized for office space is used for storing repairs, etc. General lines of all kinds occupy the two upper flats.

From basement to roof everything in the new warehouse is of the most modern type. The elevator, which is 8 x 14 feet in size, the staircase, as well as all vaults are enclosed in brick wells, while all windows exposed to danger from fire, due to sparks from passing engines, are fitted with wire glass, and every other precaution is taken to avoid fire and thus secure the best insurance rates possible.

We congratulate the Frost & Wood Co., on the handsome appearance and general layout of their new Winnipeg home.

Infringement of Patent.

The Superior Drill Co., of Springfield, Ohio, a division of the American Seeding-Machine Co., recently entered action against the La Crosse Plow Co., of La Crosse, Wis., for an infringement of patent. The complainant charges the defendant with making use of a patent furrowing device, which they had patented. A great deal of interest is being taken in the case.



A Partial View of the splendid showroom in the Frost and Wood Co.'s New Building, Winnipeg

Montreal Toronto Winnipeg Vancouver

The CANADIAN FAIRBANKS COMPANY

LIMITED

Fairbanks-Morse

PORTABLE

GASOLINE ENGINES
for Threshing.

Agents wanted in a few localities where we have not already representatives. Write for Catalogues and information as to agency arrangements.

Address Dept. Q.

The CANADIAN FAIRBANKS CO. Ltd.

92 Arthur St., Winnipeg, Man.

ENGINES

Gaar-Scott Universal Traction Engines are built in the following sizes:

Single Cylinders: 16, 18, 22, 25 and 32 H.P.

Compound: 30 H.P.

Ideal in Design, Faultless in Construction, Unequalled in Power, Quick Steamers, and easily "crowded" for emergencies.



SEPARATORS

Gaar-Scott Separators are built in the following sizes:

"Standard" 28 x 40 and 31 x 49

"California Special" 33 x 52, 36 x 56 to 44 x 68.

They are Unexcelled for Fast Threshing, Cleaning and Capacity. Extra wide behind cylinder, giving wide space for separation, and large wide riddles.

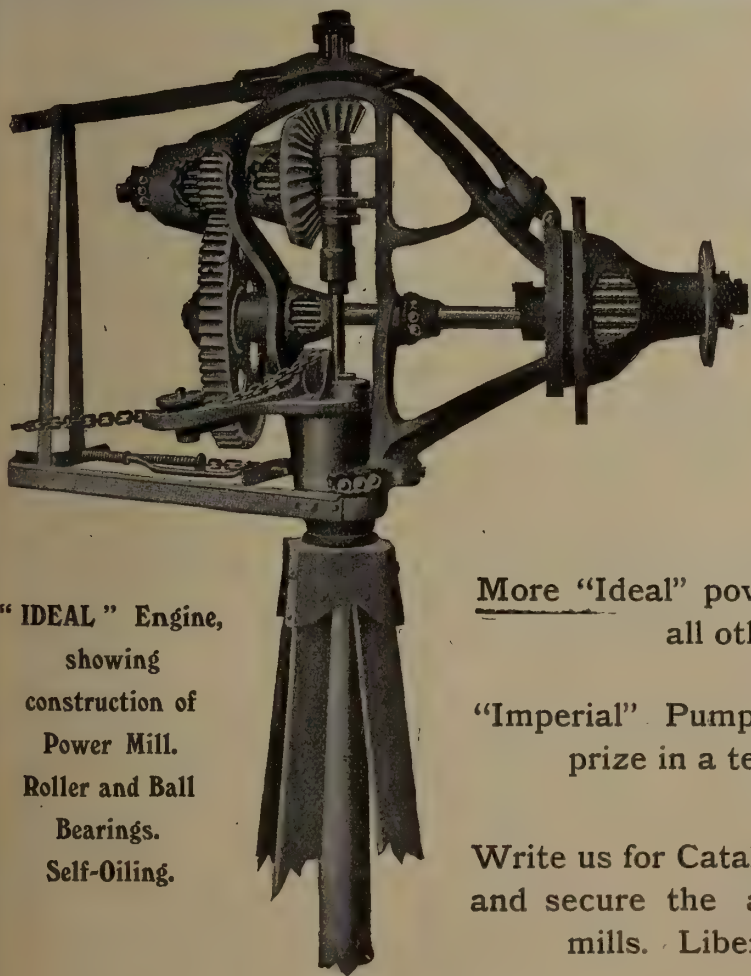
WRITE FOR 1907 CATALOGUE

ATTACHMENTS

Gaar-Scott Feeders Uncle Tom's Stackers Perfection Weighers

GAAR-SCOTT & CO.,

Western Canadian Branch Houses
WINNIPEG REGINA CALGARY



"IDEAL" Engine,
showing
construction of
Power Mill.
Roller and Ball
Bearings.
Self-Oiling.

"Ideal" Steel Power Windmills

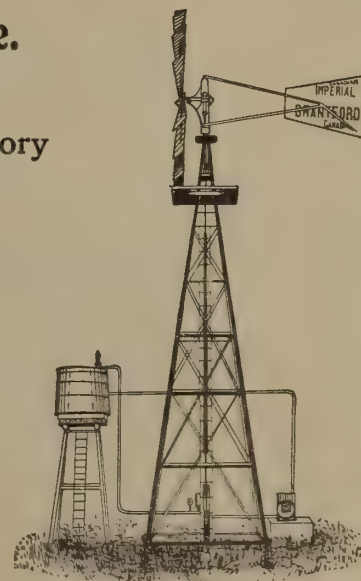
Are the most profitable.

The only thoroughly satisfactory
line on the market.

More "Ideal" power mills in use in Canada than
all other makes combined.

"Imperial" Pumping Windmill—Winner of first
prize in a test against the whole world.

Write us for Catalogue giving detailed information;
and secure the agency for these world-beating
mills. Liberal Commissions to Agents.



"Imperial" Pumping Mill.

COCKSHUTT PLOW CO., Ltd.,

WINNIPEG, REGINA,
CALGARY

The Workings of a Follow-Up System.

During the past month we had a couple of requests from dealers located in different parts of the West relative to the workings of a follow-up system. These requests were the direct result of an article appearing in our April issue showing the value of such a system to the retailers of farm implements and vehicles.

As business men are fully aware the card index system is the greatest improvement of the age in regard to office economy and the systematic administration of business affairs. Work that in past years required the attention of high salaried office help can now be as efficiently looked after by the average office boy and a card index system.

As most dealers know, card systems are made up of cards, which are printed and ruled as the business using them requires, and on these cards are written the proper records for which they are intended. These cards are then arranged between guide cards, the guide cards having projecting edges, which allows the user to pass from one guide to another and to find the card he desires with the least possible loss of time. The cards stand on edge in drawers of a convenient size and if it is desired to keep more than one system in each drawer all that is

necessary is to change the color of the cards used. The uses to which a card index may be put are well nigh universal, but while all card index systems are based on the same principle yet each is distinctive in that it is subservient to the demands of the particular business of which it is desired to form a part.

So much for the card index, upon which a successful, simple, complete follow-up system has its basis. The follow-up system, in order to be of the greatest value, must have the closest attention. We take it that those who have made the enquiries of us relative to this matter desire the information as a means of keeping track of prospective customers and possible sales, but we desire to say that the same system as spoken of here is equally applicable to the matter of following up collections.

The first thing is to get the cards. For the business of the average implement man a hundred each of white and blue or buff cards will be all that is required to instal the system. The size should be about six by four inches and will cost in the neighborhood of from \$1.00 to \$1.25 per hundred, together with a complete alphabetical index and an index for the months of the year. The colored cards should bear numbers across

the top from one to thirty-one and these should be used in connection with the monthly index, as we will show later on.

Having secured his cards the dealer next has to prepare them. On his white cards should be written the names of the different farmers of his district, and all others from whom he can hope to get business, putting one name on each card together with the person's address. These cards should then be filed alphabetically and the dealer is at once in possession of a most necessary adjunct to a prosperous business; viz., an up-to-date mailing list. From this he can mail circular letters, notices, etc., recording salient points of same, time sent, etc., on each card and marking up whatever answers are received and their nature.

In the particular system herein outlined the blue cards constitute the follow-up system. Like the card index or mailing list these blue cards should be marked with the name of each customer or prospective buyer in the dealer's community, the name and address of each farmer being placed under the dates, from one to thirty-one, which the blue cards should bear, and which may be purchased so printed. With these cards the dealer is required to purchase a box of tabs. These tabs fit on to the top of the cards and are moveable from one date to another.

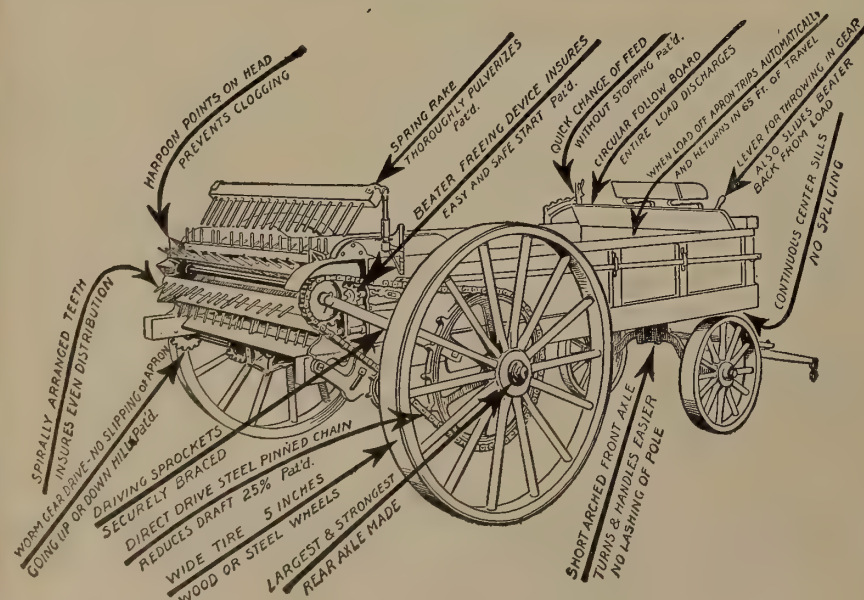
Now, having his mailing list and follow-up system prepared, the dealer must carefully note whatever is of importance to his business on the cards. If he learns that Farmer Brown intends to buy a new binder about June 10th, he immediately makes a note of it. When he reaches his warehouse he at once goes to his follow-up system, looks up Farmer Brown's blue card, jots down that he wants a binder, places a tab over number 10, and files it in the June list. June 10th comes round, the dealer immediately on arriving at business runs over his index for the day and right before him appears the record that Farmer Brown spoke of buying a binder about June 10th and forthwith he proceeds to interview him. In the meantime Farmer Brown has changed his mind and says he will not buy until about the beginning of August. The dealer at once notes this and again on reaching his office immediately picks out Farmer Brown's blue card, moves the tab to one of the first days of the month and files it in his August list, and it bobs up serenely there when that time rolls around.

The dealer can make his list very simple by purchasing tabs of different colors. For example he might use a red tab for prospective binder sales, a blue one for wagon sales, a green one for plow sales, a black one for cream separator sales, a yellow one for gasoline engine sales, and so on throughout a large variety of colors. A special card placed in the front of the index should specify what line each particular color of tab denotes. It is poor policy to always trust to memory. A good memory is a splendid qualification for any business man but do not charge the memory with unnecessary details. By this tabbing system the dealer has a splendid opportunity to gauge his estimates for future orders and he is always posted to a greater or less extent as to when to see the prospective buyer and has some definite idea of what goods are wanted.

On August 3rd the dealer on going over his follow-up list for the day comes to Farmer Brown's card and sees that he has recorded a visit on June 10th and has the promise of possibly selling a binder about the first week in August. He again calls on farmer Brown and this time is successful in selling his binder, but, as an example, finds that there is a possibility that Farmer Brown will require a new

A MONEY MAKER

The "Success" Manure Spreader



A profitable line for the Dealer and the best investment a farmer can make.

IT ALWAYS PLEASES

Ninette, Man.
March 18, 1907
Paris Plow Co., Ltd.,
Winnipeg.

Sirs—
The Manure Spreader purchased from you two years ago has given entire satisfaction and I recommend it to all intending buyers. It is a great labor saver and I note gratifying results wherever I spread manure. The "Success" is good enough for me.

Yours truly,
F. H. H. Lowe.

Send for Catalogue and Prices.

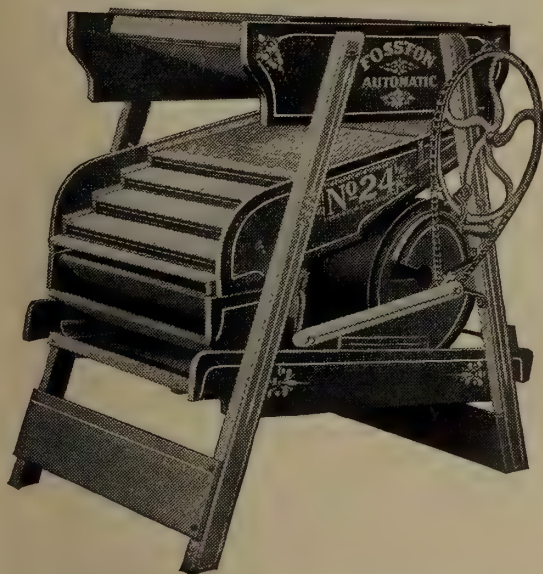
THE PARIS PLOW CO., Ltd.

- Winnipeg

First Come - - First Served

DEALERS who order their goods early get just what they want when they want them.

Let us make you a price on the most complete line of Thresher Attachments in Canada.



FOSSTON AUTOMATIC GRAIN CLEANER



MONARCH SELF-FEEDER

OUR LINE INCLUDES

Engine Belt Guides	Oil Pumps
Caswell Belt Guides	Grain Weighers
Acme Hay Stackers	Thresher Water Tanks
Monarch Self Feeders	Closz Adjustable Sieves
Fosston Fanning Mills	Royal Cylinder Wrenches
Fosston Wind Stackers	Smut and Seed Cleaners
Closz Adjustable Chaffers	Monarch Sweep Hay Rakes



FOSSTON WIND STACKER

Ask for our 1907 Catalogue. Just issued

ROYAL MANUFACTURING COMPANY, LIMITED,
WINNIPEG, - - CANADA.

WINNIPEG FAIR

July 13th to 20th, 1907

Biggest Wheat Prizes in Canada.

Horses and Cattle Special Features.

Famous Hebburn Colliery Band, England.

Magnificent Fireworks.

Greatest Race Programme in the West.

\$12,000.00 in Purses.

Stake entries close May 23rd.

Harness purses July 2nd.

All others July 1st.

GEO. H. GREIG,
President

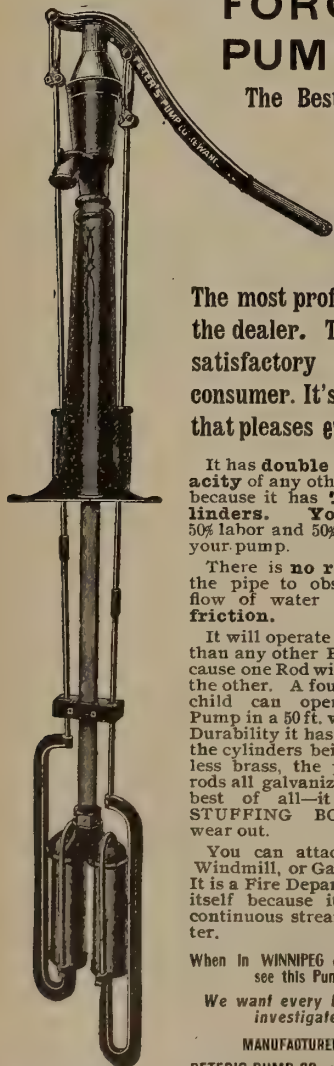
A. W. BELL,
Manager and Secretary

set of bob sleighs about November 1st. On going to his warehouse he takes his mailing list, records the sale of a binder to Farmer Brown and then goes to his follow-up system. He finds Farmer Brown's card and removing the tab indicating binders, replaces it with one indicating sleighs, notes on it the fact of this farmer wanting bob sleighs, places the tab over the figure one, and files it in his November list, and it's there awaiting him November 1st.

Any dealer can instal this system. The cost should not exceed three or four dollars and the saving in time and labor will soon recompense for the outlay and work of preparation. When one card is filled another may be made to replace it, and the filled one filed at the back of the case.

Just here we desire to say that no matter how comprehensive or complete a mailing list or follow-up system is unless it is given careful attention, and fingered every business day, its value will not prove what it ought to. But when thoroughly looked after and kept up-to-the-minute it will prove

The PETERS Double Cylinder FORCE PUMP



The Best Hand Force Pump that Money Can Buy

The most profitable to the dealer. The most satisfactory to the consumer. It's a pump that pleases everybody.

It has double the capacity of any other Pump because it has Two Cylinders. You save 50% labor and 50% wear on your pump.

There is no rod inside the pipe to obstruct the flow of water or cause friction.

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump

We want every Dealer to investigate.

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Citizens' Day—Winnipeg Industrial Exhibition, 1906.

a profitable investment for any dealer.

We will be glad to answer any questions dealers may have to ask regarding this or any other matter. If we don't know ourselves we should be in a better position to get such information than our good friends of the retail trade. Don't hesitate about asking us for fear you will stick us. Our only desire is to be a profit and a help to you.

LLOYD'S Handy Low Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

DEALERS: There are 250,000 farm wagons used in Manitoba, Saskatchewan and Alberta, all having the old, high spring seat. You can sell thousands of our seats to these people. Why not try it? There is money in it for you.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

A Complete Line of Well Machinery.

The Ontario Wind Engine & Pump Co. recently secured the exclusive agency in the Dominion for the Keystone line of well drilling machinery, manufactured by the Keystone Driller Co., of Beaver Falls, Pa. This concern devote their entire attention to the making of drilling outfits suitable for prospecting for water, oil, gas, coal or other minerals, and their different rigs may be purchased either portable or traction as desired. In addition, the Ontario W. E. & P. Co., have closed a contract with the

Kelly & Tannehill Co., of Waterloo, Iowa, for their line of well drillers, comprising their tubular and jetting machines, etc., and have also taken on the Monarch drilling machines. The company inform us that these are specially adapted to the requirements of the West, and are capable of drilling from three to six inches in diameter to a depth of six hundred feet. These are fitted so that they may be operated by either sweep, gasoline engine, or steam power. The first shipment of these lines have just been received by the Winnipeg branch of the Ontario Wind Engine & Pump Co., whom, we understand, are placing some immediately with the Grand Trunk Pacific Railway at different points in the West.

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Superior quality Engines 16 to 25 h. p. Heavy Gear Plowing Engines.

Separators "Champion" and "Manitoba Champion"—Sizes 33-42 to 40-62.



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Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

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NICHOLSON AND BAIN, Agents,
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"What Fools These Mortals Be."

In the Winnipeg Tribune of May 4th, appears a letter on co-operation, headed "A Farmer to Farmers." It says in part: "To the Farmers' Tribune, Winnipeg: What do you think of the following scheme:

(1) That the farmers' organizations of Western Canada unite in calling for tenders to supply those bodies with all kinds of farm implements.

(2) Prices to be less the tariff and plus a reasonable profit.

(3) Individual members of aforesaid bodies to sign personal contracts to deal exclusively with their own firm, under a penalty of fifty per cent. of purchase from outside firm, whether the article be only a garden hoe or a threshing outfit. This would prevent under-selling by outsiders."

The letter then goes on to say that "something must be done to stop the increasing squeeze of the combines. The progressive rise of prices of lumber and farm implements must soon reach a crisis, if they have not already done so." In another paragraph appears the following: "The price of coal, lum-

ber, implements, land and living generally have gone up so high that rigid economy is necessary to live. Concluding, the writer of this letter, which is signed John Parker, J.P., of Maymount, Sask., states we are living in good times and as a people farmers are prepared to hustle so long as they get a living chance. But according to his views that chance is fast disappearing and he believes some scheme such as cited in the first, second, and third quotations of his letter, is necessary in order to make a stand for farmers' rights.

Commenting on this letter the editor of the Tribune says Mr. Parker's article will strike a responsive chord in the breast of every farmer in the West. He states that our tillers of the soil have simply allowed themselves to degenerate into pack horses, beasts of burden, to be preyed upon to the advantage of the classes that profit by their work. He goes on to say, "Imagination can scarcely estimate the profits that the lumber combine, the implement trust, etc., etc., make out of the settler." Later he goes on to show that co-operation is the only effective cure for such conditions. This he

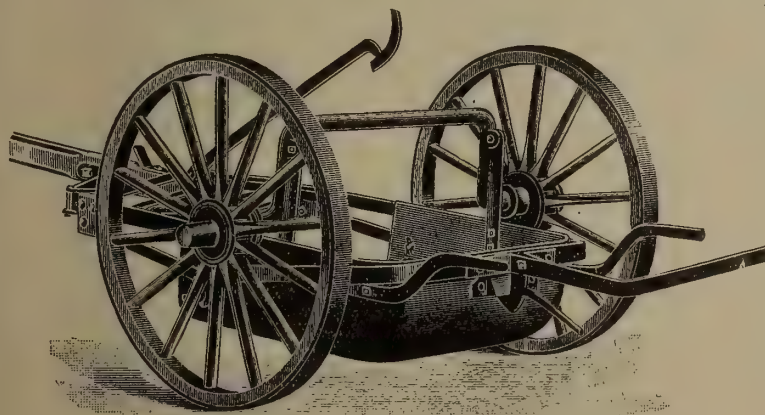
claims is no new untried fad, and says "it has been in the most successful operation in England, Australia and other progressive countries for decades," etc., and then he argues that unless the settlers of the West become active and go into the grain business, the lumber business, the implement business, the twine business and other lines, they may just as well resign themselves to the fate which his correspondent describes. In his closing paragraph he says: "The farmers themselves hold in their own hands the magic wand that will solve the problem of their freedom and prosperity. That wand is co-operation." At this juncture the writer deviates into political sarcasm and winds up with the question, "Why shouldn't the settlers co-operate for the purpose of selling their products to the best advantage, and buying the necessities of existence on the plains at first cost?"

We differ entirely from the

opinions expressed and many of the statements made in the foregoing extracts from the letter of the correspondent of the Tribune, and their editorial comment in regard to it. The matter is one which is of considerable import to our readers, and in the interests of the retail dealers of farm implements and vehicles we cannot let such utterances pass without expressing our opinion regarding them, no matter from what source they emanate.

We presume, after a study of the letter written by the Tribune's correspondent, he believes that if farmers' organizations were to take up the matter and call for tenders for farm implements that there would result reductions in prices of this class of goods to consumers. He desires to purchase farm implements less the tariff and plus a reasonable profit, and he would have every member, who bought outside the organization, assessed a penalty of fifty per

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Slush and Wheel Scrapers

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Road Plows. Dump Wagons

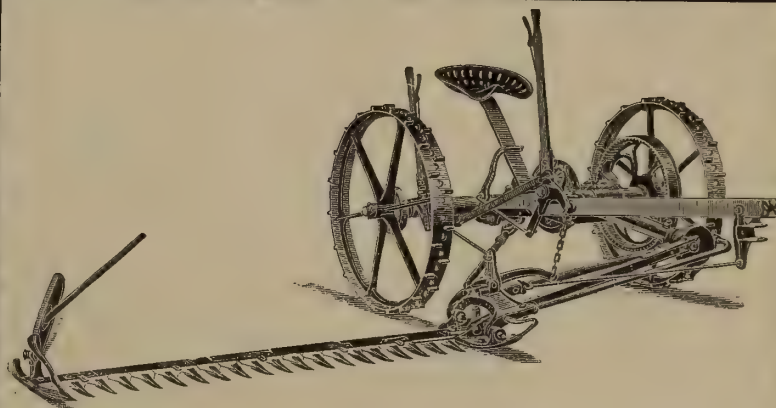
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Prices right.

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We're Bound to satisfy you



WE'VE been trying for many years (and have been pretty successful, too) to satisfy the farmers of Canada, i.e., as far as Agricultural Implements are concerned. We are working for you, because the machinery we build makes life worth living to you.

Our No. 8 Mower is cutting hay fields on Canada's best and biggest farms, and is giving universal satisfaction. That's because infinite care is taken in its construction from the foundation up.

With your mower do you ever have to back up and take a flying start at the hay? That's not the Frost & Wood way. We throw our machine into gear any time or anywhere and it starts cutting with the first forward motion of the team.

See the description of the No. 8 Mower in Catalogue K.

Head Office and Works

Smith's Falls, Ontario

THE Frost & Wood Company
LIMITED

WINNIPEG BRANDON REGINA CALGARY

cent. of the amount of his purchase, whether it were a hoe or threshing outfit, on pain of forfeiting his membership.

It is evident the writer of the letter little realizes the magnitude of the scheme he proposes, and when the editor of the Tribune finds in the suggestion a responsive chord in his own breast, as his comment would indicate, he little reckes the tremendous outlay the perfecting and placing in operation such a scheme would involve.

In the first place farmers' associations would require more thorough and complete organization than at present. Such would entail the employment of special men, who would devote their entire time to the work. This done it would be necessary that salesmen

be employed in order to get business and maintain it, because it would be unprofitable and expensive to try and run the business by stocking up with all lines of machinery and supplying them just as the farmers wanted them, or by having to send separately to the factory for every order secured. Each salesman, or a body of salesmen, would require to be located in different communities. Warehouses would necessarily have to be erected in these places. A head man would require to be stationed at each warehouse. He would have to have help; clerks, stenographers, warehousemen, etc. Business conditions and terms of payment would necessarily have to be arranged and as many of the implement dealers of Western

Canada can testify the farmer, as a rule, is not much in favor of cash settlements, in fact heretofore he has not been able to make cash payments for his purchases. It would be necessary therefore for the various organizations to conduct their businesses on credit terms and this would necessitate the employment of collectors. In addition to all the foregoing expense, which would be heavy and continual and for which every member of the farmers' organization would, in a measure, be responsible, there is the general expense that would have to be met by each community, such as operative disbursements, interest, insurance, freight, etc., etc. Every implement sold would have to bear its pro rata of these costs. In addition these farmers' organizations would have to fight the keen competition brought on by manufacturers not fortunate enough to be awarded the tender. This would very likely mean that some farmers would break away from the organization and buy their farm implements outside the organization. Then if the association decided to put on the screws and assess such a farmer fifty per cent. of the amount of his purchase, wouldn't the outside manufacturers have good ground for action against the association for restraint of trade? Does any dealer think that the manufacturers would fail to protect their customers? After a time farmers, members of the organizations, would begin to realize that under conditions, such as govern at the present time, they were getting their machinery for an infinitely better price and with much greater satisfaction. The magnitude of such an undertaking as proposed by the Tribune's correspondent is too much, even for this age of wonderful development and great businesses.

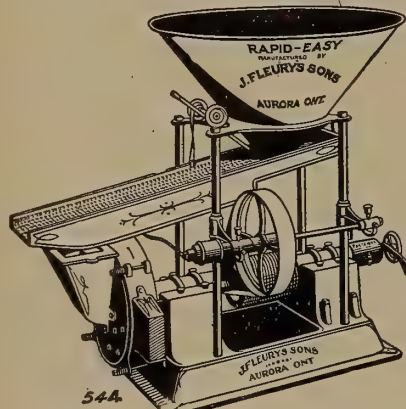
The letter and the comment con-

tain several expressions such as "implement combine," "implement trust," etc., and these are the most absurd utterances in them. Where is the implement trust in Western Canada? Knowledge of a combine we have not, and it is in these statements, which cannot be backed by proof, that many of our modern business troubles lie. The Tribune, at least, should be aware of this. They have been actively engaged in a campaign against the grain commission men of the West, who form the Winnipeg Grain Exchange. While we desire to express no opinion regarding this action so far we fail to remember of the case having been recorded in favor of the side they upheld, and this despite their strenuous policy of yellow journalism towards that end.

Now, just a word regarding co-operation. What success have such ventures had in Canada during the past? Their failures mark almost every mile of this country's commercial or industrial progress. Experts have said that the principles involved cannot be effectually carried out in a country of such vast distances, which is yet so sparsely settled, and where there are so many discordant elements. We refer to the opinions expressed by Messrs. McNab and Stewart, the two Scottish co-operative authorities, who visited this country something over a year ago.

After a perusal of the letter to the Tribune, and the editor's comments thereon to use his own illustration, we think that when Shakespeare wrote the words, "What fools these mortals be," he had his mind fixed on a few co-operative cranks, pessimists, and one Winnipeg daily newspaper editor, residents of this glorious Canadian West in 1907.

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"RAPID EASY" Grinders

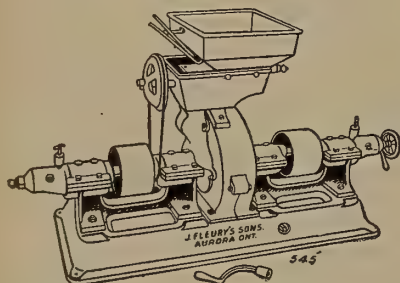
No. 6 (11 inch); No. 7 (13 inch).
One revolving and one stationary Head and Plate. Cut No. 544.

No. 13 (13 inch); No. 16 (16 inch);
No. 18 (18 inch). ATTRITION MILLS, with two Revolving Heads and Plates, running in opposite directions. Cut 545.

Any amount of work of finest quality

Smaller machines—suitable to any power.

The largest line of Grinders made in Canada, and the best.



"RAPID EASY" Grinders

do more work with same power than others.

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SOME dealers are "in the dark" on the binder twine question, largely for the reason that they have given it little thought. The International Harvester Company has ample facilities for manufacturing the highest grades of binder twine, and if you wish light on the binder twine question it will pay you to investigate the Deering, McCormick, and International brands of twine. If you could visit the mills and study the several processes through which the fiber passes before it is spun into twine, you would secure sufficient light on the subject to convince you that it will be money in your pocket to handle International Harvester Company binder twine.

Only the most approved machinery is used in making this twine. Facilities for manufacturing are ample enough to insure orders being filled promptly—you will not experience the annoyance of delayed orders.

International Harvester Company twine is made from high grade pure sisal and manila fibers—the best raw materials that can be procured.

A most rigid system of inspection is maintained throughout the entire manufacturing process—all inferior material is promptly thrown out—the raw material passes through numerous processes of combing and cleaning to insure a superior quality of fiber—and each ball is carefully examined while being wound.

The result of this process of manufacture and rigid inspection is that International Harvester Company binder twine has full length, full strength, excellent quality, and evenness of strand.

These points of excellence are embodied in the kind of binder twine that farmers are demanding; hence, if you handle the International Harvester Company binder twine you will be in a position to supply this demand, and thereby reap the profits accruing from the sales.

The nearest branch house or blockman will be pleased to give you prices on sisal, standard, manila, or pure manila brands of Deering, McCormick and International binder twine.

Western Canadian Branch Houses:

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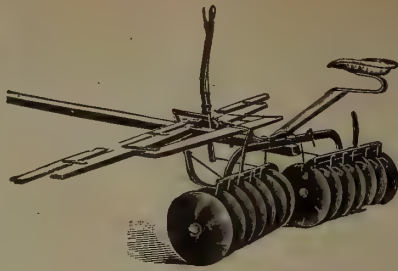
REGINA, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

The Bissell

The Disk that Farmers want

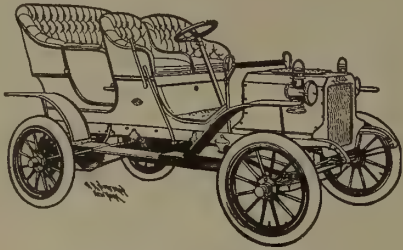
Some good features are: Correct Balance (stays down at its work), does not buckle, bind and hump up in the center.



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We have machines in Stock and can ship immediately.
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Brantford Carriages Olds & Franklin Automobiles

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That machine is a Frost & Wood Improved No. 3 Binder.
Why?

Because it is the direct result of careful experimental work
in the field and of several good improvements in
construction.

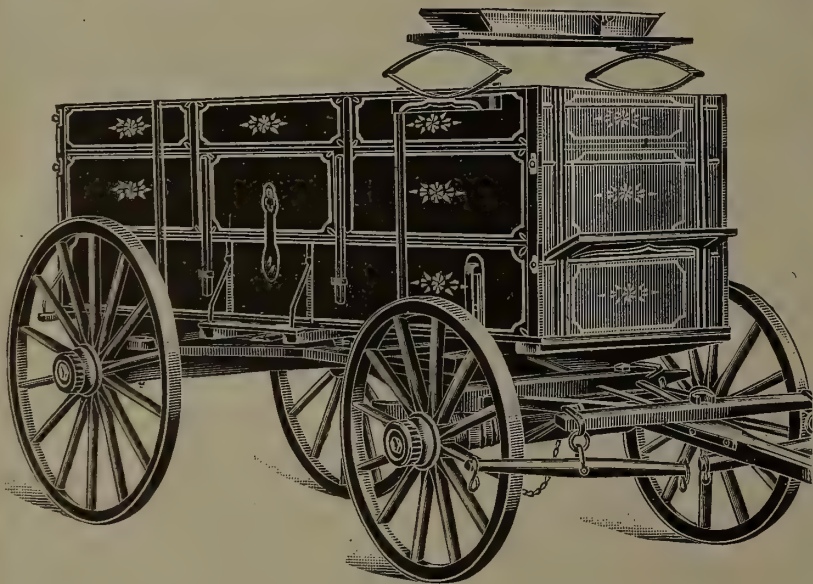
Get our agency, write us and we will explain to you the
advantages of such points as **The Force Feed, The
Eccentric Sprocket, The Low Elevation**, etc. You
don't want to buy a machine without knowing exactly
what you are getting—do you?

Catalogue "K" is a good one and shows our line in detail—
a post card will bring it to you.

THE Frost & Wood Company
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WILKINSON WAGONS



Last week a dealer who has sold four cars of our wagons wrote
that he had one broken pole.

We supplied it free. Naturally—because it was the first time we
have had a kick.

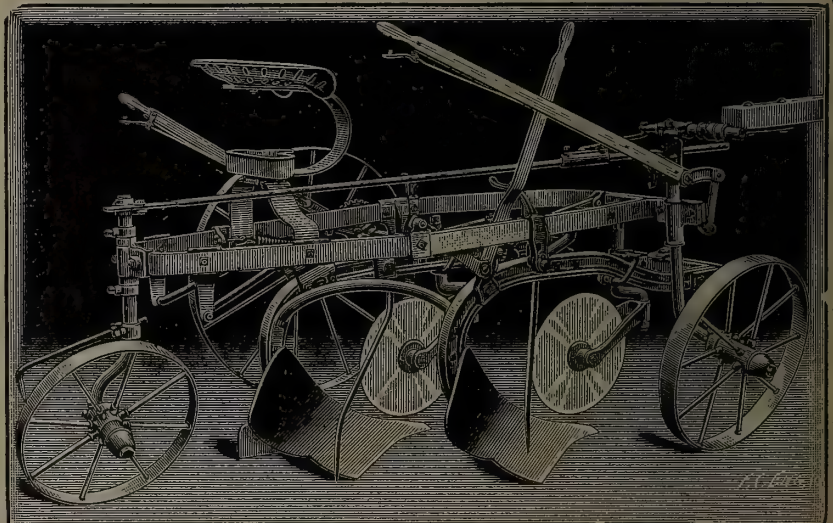
Have you had the same record with your wagons? If not get in
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"THE LIGHT-RUNNING WILKINSON."

Sole Selling Agents:

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THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to
demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes
with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for
controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—
guaranteed to scour and will wear 50 per cent. longer than any other
plow. Why? Because the mouldboards are triple shin and the shares
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J. THOMPSON & SONS MFG. CO. Beloit, Wis., U.S.A.

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WINNIPEG - - REGINA - - CALGARY

CANADIAN FARM IMPLEMENTS

Vol. V, No. 6.

WINNIPEG, MAN., JUNE, 1907.

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Will in future be found on the highest class Horse Collars, Harness and Saddlery made in Canada. This Trade Mark has been registered so that the public may know these goods, and can see the Trade Mark before purchasing. It is a guarantee that the best leather and workmanship are used in the article so stamped.

We have a complete stock of trunks, bags, suit cases, oil clothing, dusters, horse sheets, horse covers and turf goods.

Let us know your wants. We can ship promptly.

There is nothing else that is just as good. Get the HORSE SHOE BRAND and you have the BEST.

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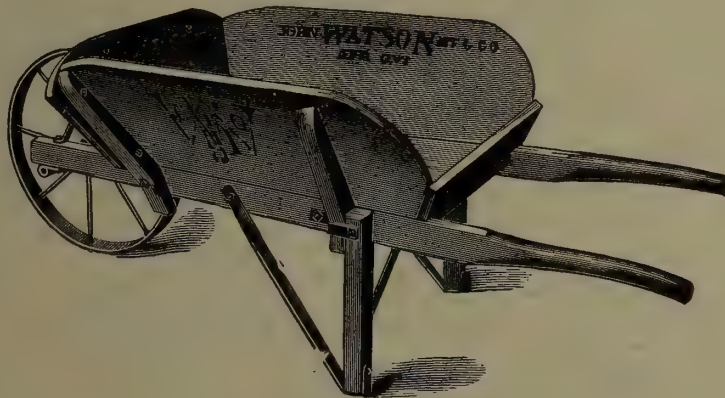
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Watson's No. 2 Barrow.

The Most popular Barrow in Canada.

Removable Sides 12 inches high.

A money making line for YOU.

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was the first Steel Windmill and is still the best. Erected on the new Trussed Tripod Tower it is a "POWER FOR GOOD." Get our 1907 prices and booklets.

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GALVANIZED STEEL SHINGLES
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"THE NAME TELLS A TRUE STORY"

DISC HARROW ON WHEELS

A SOLID STEEL

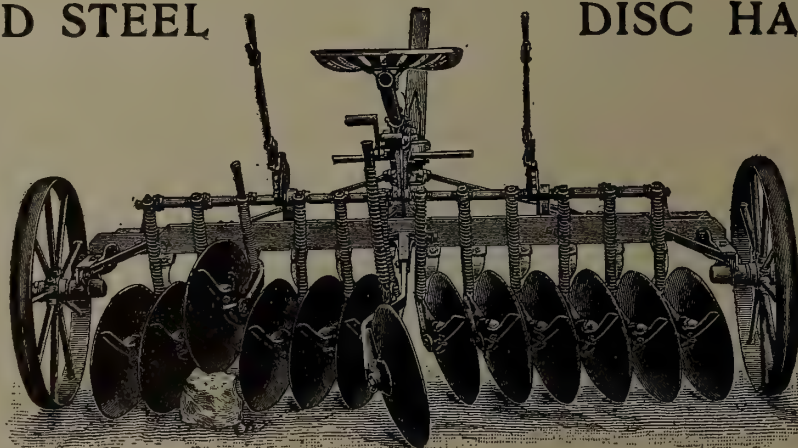
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Each disc and drawbar is independent in action.

Levels off ridges and cultivates the hollows.

Centre-cut disc cuts out the centre.



We give Dealers an exclusive Agency on this Harrow. It is the only Disc Harrow in the World that is built on this plan. It gives the Agent a monopoly on the best harrow ever manufactured.

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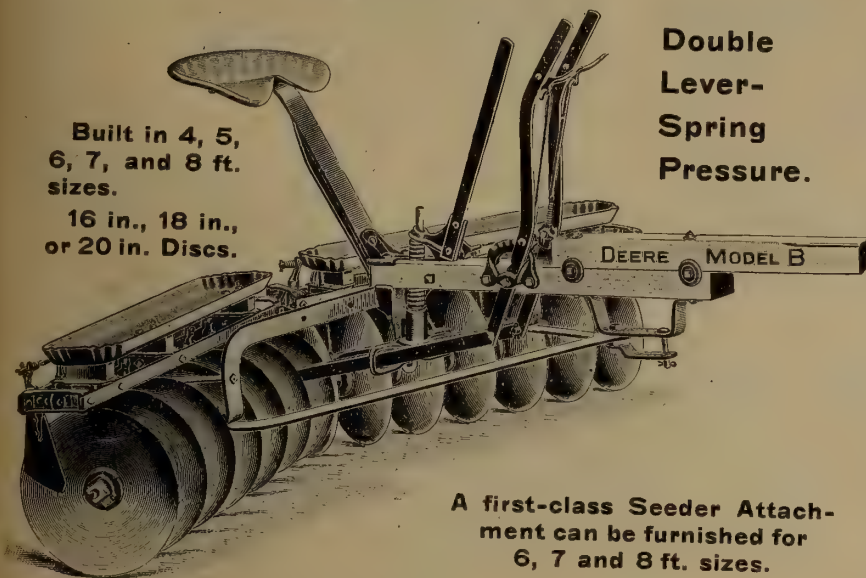
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Built in 4, 5, 6, 7, and 8 ft. sizes.

16 in., 18 in., or 20 in. Discs.

Double
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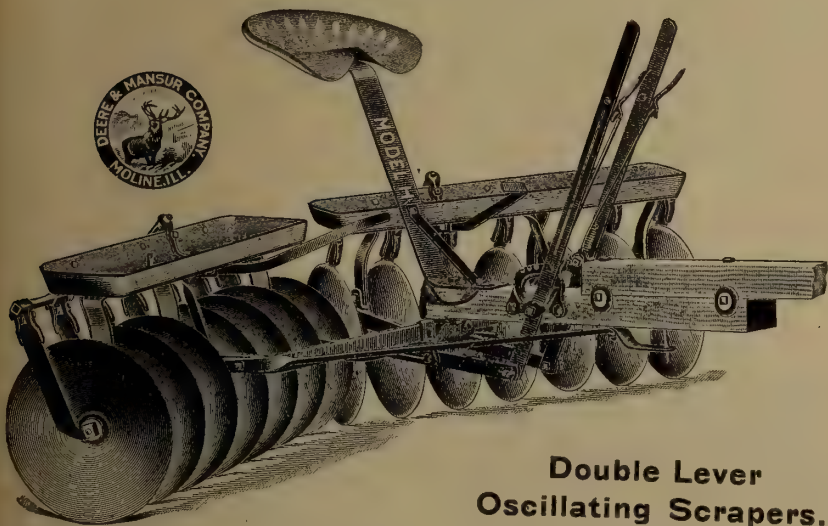


A first-class Seeder Attachment can be furnished for 6, 7 and 8 ft. sizes.

The Model "B" has many points of excellence. General Construction, very heavy and strong, High Frame, Steel Shanks, Wood Bearings, Extension Oil Tubes, Double Leaf Seat Springs, Small Bumpers, Stub Tongue, Low Hitch, Third Lever with Spring Yoke makes the only Flexible Harrow built. Talk these points to your customers, and you can readily sell Model "B's" because they are found on no other harrow.

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Double Lever
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The Model "H" is slightly lighter in weight, but amply strong. Built in 6, 7, and 8 ft. sizes; 16 in., 18 in., or 20 in. discs. Double Angling Levers, Stub Pole, Extension Oil Tubes, Pressed Steel Weight Boxes, Wood Bearings, Steel Shanks, Spring Pressure Oscillating Scrapers. Cannot be furnished with Seeder attachment.

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DEERE & MANSUR CO. Moline ILL.

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Gasoline
Engines**

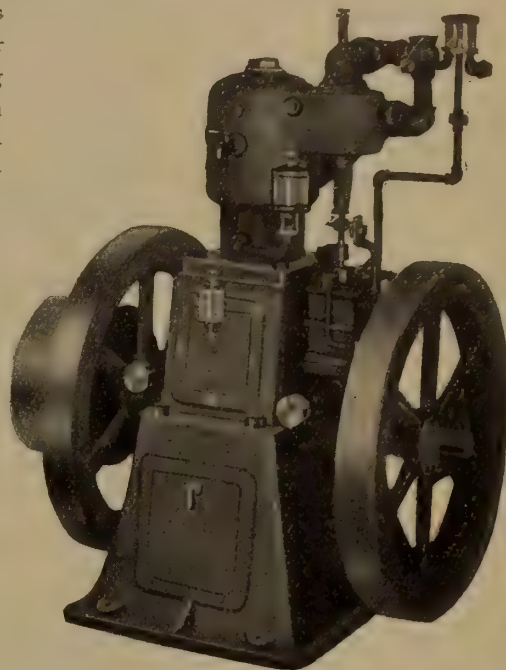
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**Time
Labor
Expense**

and are recognized as the standard for

Durability. Efficiency. Reliability.

"Brandon" engines save the operator time by reducing amount of attention necessary to a minimum; save labor by always being ready for work and easily started, and save expense by their notable economy in full consumption. These three reasons make farmers demand "Brandon" engines, and, therefore make them a profitable line for the dealer to sell. There are other reasons. Ask us for them.



**Brandon
Trip
Hammers**

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**Simple
Strong
Durable**



"Brandon" Trip Hammers have won a reputation for their Simplicity of Construction, Great Durability and Strength. They are compactly designed. Every Frame one solid casting. Friction clutch pulley drive. Speed and weight of blow instantly regulated by operator's foot. Tension spring cushions blow at upper and lower extremities of stroke. Ram of hammer may be raised or lowered immediately by operator, in order to admit metal of various sizes.

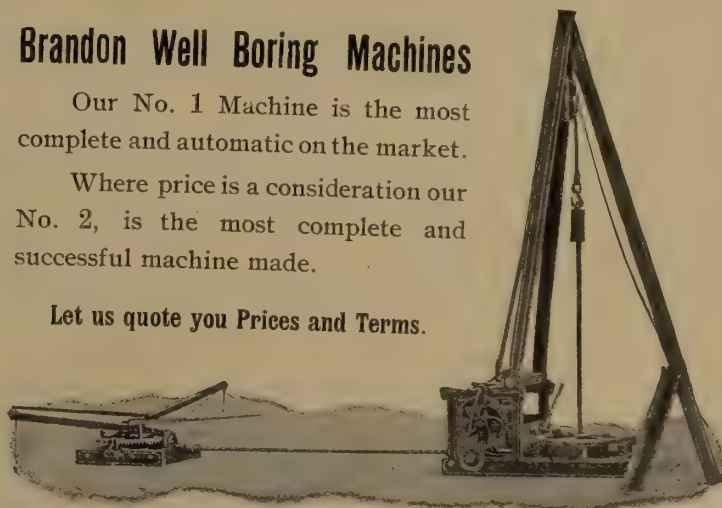
All dies best quality tool hardened steel suitable for all classes of work, especially plow work. Special device for holding in place. Dies 3½ inches in length, the lower 2½ inches wide and the upper 1¾ inches. All styles of special dies made at reasonable cost. Every machine guaranteed. A money maker for the dealer. No blacksmith shop is complete without one.

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Our No. 1 Machine is the most complete and automatic on the market.

Where price is a consideration our No. 2, is the most complete and successful machine made.

Let us quote you Prices and Terms.

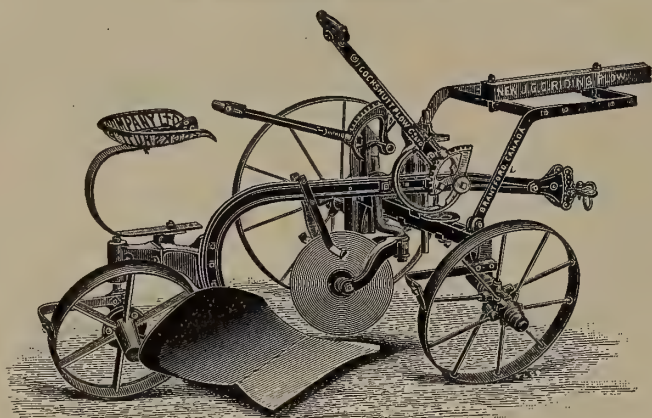


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COCKSHUTT PLOWS FOR WESTERN CANADA

"The Best on Earth For The Best of the Earth"

Their durability and unequalled working qualities make them popular everywhere. It is particularly gratifying to the dealer who handles Cockshutt Plows to know that they are chosen by the American settler in preference to the best American makes. Made in Canada for the Canadian West in the largest and best equipped plow factory in the Empire, they are adapted to the country as no other line is, and fulfill every reasonable expectation of the purchaser.



J. G. C. SULKY

Canada's Distinctive Sulky Plow

Invented, patented and manufactured by us alone. With improvements from time to time it has held its popularity for twenty years and is still the leader.

Unequalled as a breaker in rough land.

Jewel Gang

Demonstrated time and again to be superior to all other High Lift Gangs, whether Canadian or American.

In short, it is Canada's perfect modern Plow.



JEWEL GANG

"Iron Age" Garden Implements.

Aspinwall Potato Machinery.

Send for descriptive matter and prices of "Iron Age" combination Wheel Hoes, Hill and Drill Seeders; Aspinwall Potato Planters, Cutters, Four-row Sprayers, etc. We have a good stock and can ship promptly.

COCKSHUTT PLOW CO., Limited

Factory : BRANTFORD

WINNIPEG

REGINA

CALGARY

CANADIAN FARM IMPLEMENTS

Vol. V, No. 6.

WINNIPEG, MAN., JUNE, 1907.

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The Relations of the Dealer and the Manufacturer.

(By A. G. Wade, in White's Class Advertising.)

Between the maker and consumer of goods that are retailed is a party who plays a most important part in the selling end of the manufacturer's business—the retail dealer.

His function is mighty important, whether it be affirmative or negative, and his value to the manufacturer is measured largely according to the ability of the latter to get and keep him in proper line.

In the marketing of merchandise many manufacturers who sell through dealers seem to overlook the fertile field that lies between them and the consumer. It is so close they can't see it—they look beyond and the vista representing the consumer apparently blinds them to a most fertile field which lies between them and their cherished goal.

That field is the one occupied by the retail dealer, and one rich in opportunities. Considering the nominal cost of tilling this field and comparing the returns when the "tilling" has been properly done, the harvest is a very profitable one. Then there is an accumulative benefit that is difficult to estimate which is far reaching as a business building influence of the progressive sort.

The manufacturer to-day who recognizes the importance of doing things that will get and keep his dealers alive, enthusiastic, energetic, pushing his line of goods with equal importance to that of creating a demand from the consumer, is pretty sure to be reaping a bountiful harvest. He is tilling all the fields in his business farm, while those who are not making use of this section of their selling organization to the fullest extent cannot help but reap a short crop of sales.

We would consider the farmer owning a section of land, who cultivated only the outlying field, leaving the centre untilled, or only occasionally worked, a very indis-

creet farmer. We'd say he lacked good judgment; in fact, we would be at a loss to know how he could keep his place from the court auctioneer's hammer; and yet how many manufacturers are doing this same thing!

They overlook the opportunities that lie between their factory and the consumer. They give much concern to creating a demand. True, they aim to get dealers to carry their goods, but there is where they usually stop. There is where they make their grand mistake. They sow the seed, but they rarely cultivate the prospective crop.

Creating a demand is a good thing. Getting your goods into the dealer's hands is another good thing—it's the beginning of the end, and, as the old saying goes, "a good beginning is half the battle," yet it is often far from victory.

The successful general never begins his battle with plans half laid. He maps them out completely—surveys his every opportunity and takes advantage of every resource. It's the same in fighting the battles of business; we must employ every opportunity—get all there is in it if the greatest measure of success be attained. We must fertilize and till every foot of ground and equip our sales organization with the best means that will produce the best sales.

And how is this to be done? Let us suppose we have in operation an effective publicity or newspaper demand-creating advertising campaign. Our goods are in the hands of a representative lot of dealers. Prospective buyers are calling on the dealers to see those goods. The crucial point of sales-making has been reached—and, Mr. Manufacturer, where are you at?

At the mercy of the dealer?
How will he treat you?
How does he stand with you?
Is he inline or out of line?
What do you know about it?

Have these questions ever come up to you for solution before?

Have they suggested to you that you are not in as close touch with your dealer as you ought to be?

Has it occurred to you that all your effort, all your toil, all your money expended in building up your business—in getting the consumer to the point of buying your goods—hangs on a mighty slender cord?

And have you ever realized how little you are doing to strengthen that cord?

But let's wipe all this off the slate, momentarily. Let's suppose your dealers are as loyal as the king's guards.

There's still a serious circumstance confronting you. Is your dealer qualified to clinch the greatest percentage of sales from prospective buyers whom you have influenced to the point of making a demand for your goods?

Have you done your share of tutorship? Have you put in your dealer's hands sales arguments that will qualify him to sell your goods to the greatest degree when opportunity presents itself? Do you regard him as one of your salesmen? If you don't you're making a mistake. He is just as much your salesman as the "knight o' the grip" who travels on the road for you.

You would not think of sending a salesman out on the road who was not qualified to present with the greatest possible efficiency the merit of your wares and also to successfully combat competitive comparisons. Then why not educate and qualify as far as it is possible your retail dealers? Isn't it reasonable to suppose that the better they know the goods the more qualified they are to present their merits—to combat objections and obstacles which always arise, no matter how meritorious the goods may be, that a much larger percentage of sales will result than where you trust to luck?

You are simply reinforcing your demand—creating a campaign. You are simply tilling all the farm

instead of the outside fields when you make it a part of your selling policy to get your dealer in line. There are a good many effective ways to do this. It would be presumption on my part to tell you how, without a thorough, careful diagnosis of some particular business and existing conditions. It would be like a physician prescribing for a patient without knowing the symptoms present or even seeing the patient.

It does not require a large appropriation as a rule for this educational sales work. As previously stated, considering the great good that can be accomplished, the cost is very nominal. The prime requisite is a plan that will inject enthusiasm, interest, vim and push, and encourage co-operation that is dependable.

Facts and Figures About Winnipeg.

In 1885 Winnipeg, the Gate City of the West, had a population of 19,574 people. In 1902 this increased to 48,411. Two years later the census enumerators said 67,262 and at the last count, taken in 1906, the population was placed at 101,057 people.

Winnipeg property was placed at a valuation of \$26,973,650 in 1900. Six years later the assessors placed property valuations at \$84,752,580.

In 1904 the bank clearings amounted to \$294,601,437, while last year, 1906, they reached the stupendous sum of \$504,585,914.

For 1905 the Customs returns at the port of Winnipeg were \$2,705,051. In 1906 they were \$3,620,072.

New buildings were erected in Winnipeg in 1905 aggregating in value \$10,840,150, while the following year buildings totalling in value \$12,760,450 were constructed.

During 1906 some 376 new firms opened up here. Winnipeg and Western Canada offers great opportunities to manufacturers and wholesalers in all lines, and now is the time to get in on the ground floor.

Calgary.

Mr. E. McCammon, manager of the J. I. Case Co., here, is just back home after a pleasant two weeks in the Okanagan Valley. He was accompanied by Mrs. McCammon.

Mr. J. A. Latimer, local manager for the Cockshutt Plow Co., was in the Southern district after business recently. Undoubtedly he got what he was after.

The regular meeting of the Alberta Wholesale Implement & Carriage Dealers' Association was held in the office of the International Harvester Co., on Saturday, June 1st.

Mr. S. H. Roe, manager of Tudhope, Anderson & Co., of this city, paid the Capital a visit since the middle of May. He also touched at points along the line of the Canadian Northern.

Mr. J. P. Minhinick, general agent for the Frost & Wood Co., here, recently spent a couple of weeks in the south territory. While away he visited Cardston and adjoining points. He reports excellent prospects in the different districts he visited.

Mr. H. A. Dunn, manager of the Fairchild Co., of this city, has just returned from spending a week or so on the north circuit, visiting Lacombe, Edmonton and intervening points. He stated that he was well satisfied with conditions and spoke of a very successful trip.

Mr. J. P. Sinclair, who was for some time engaged in the implement business at High River and later at Vegreville, recently sold out and is coming to Calgary as representative of the Reeves Thresher Co. We wish him every success in his new sphere.

Mr. A. E. McKinstry, Canadian Sales Manager of the International Harvester Co., with office in Chicago, was here on a trip in his

firm's interests a short time ago. He was in town for a number of days.

Mr. J. A. Brookbank, Alberta manager of the International Harvester Co., spent ten days in the north country, during the latter part of May, visiting Edmonton and points east on the Canadian Northern. Notwithstanding the fact of an exceedingly backward spring his reports relative to conditions are very favorable.

The past month has been a very busy one with seeding and other duties in connection with farm work. As a consequence local agents have had plenty to keep them busy at home, which accounts for the very few registered in Calgary since my last report.

Mr. Johnson Brandon, who represents the Sawyer & Massey Co., at Edmonton, passed through this city recently on his way home to attend the funeral of his father at Souris, Man. The sympathy of his Alberta implement friends is extended to him in his sorrow.

Mr. H. W. White, manager of the Western Automobile Co., of this city, accompanied by Mr. J. A. Brookbank, of the International Harvester Co.; Mr. S. H. Roe, of Tudhope-Anderson & Co., and a Mr. Dubois, of Syracuse, N. Y., composed an automobile party that made a business trip to High River and Okotoks recently, covering the distance in record time. On the road home an amusing incident occurred. They ran out of gasoline between Okotoks and Calgary. Realizing the situation Mr. White, leaving the implement men to figure out how to get sufficient funds together for the hauling of the car into the city, quietly emptied the coal oil from his lamps into the gasoline tank. This carried them to a farm house where they suc-

ceeded in securing enough additional kerosene to carry them home. The implement men bought—the ice cream.

Up until this time conditions in Alberta have been totally different from those experienced in this territory for very many seasons. The outlook at the commencement of the collections' season last year was exceedingly bright. Money came along freely and so continued up until early winter. Then there came a change. The heavy falls of snow and the intensely cold weather resulted in collections completely dropping off, a condition that was increased by the utter demoralization of the transportation service of the country. Winter being tardy in taking its departure spring has been very backward and collections showed little increase until about three weeks or a month ago, when they began to pick up. Since that time weather conditions have been very favorable. Implement sales have been remarkably good and the proportion of cash business exceptionally satisfactory. Now that things are getting back to their normal state collections will materially increase from this on. In view of past experiences the trade are sanguine over prospects for large summer and fall sales.

The Crop Killer.

With the omission of a couple of place names we submit the following description of the crop killer as pictured by Mr. F. D. Coburn, Secretary of the Kansas State Board of Agriculture:

"Softly caressing his bulbous abdomen, lined with fat capon and irrigated with Mumm's extra wet, he fareth forth to the country on his trusty Pullman, and at eventide

desolation and threatened famine stalk where morning saw the smiling plain basking all unsuspecting in the sunshine of prosperity, promise and peace; the countryside from end to end has been laid waste by such bug or besom as the killer deemed most suitable to his season, and the morning and the evening journals tell of the wrack it hath wrought.

"On the morning of the second day his pals, disguised as bulls with fierce horns, rush into the pits where are bears, and by loud bel-lows and fierce demeanor become possessed of the large portions of juicy meat upon which the bears fain would feed, even to fatness, the Winter through.

"In good time the killer putteth out to sea; not in a cattle steamer, but in a sumptuous yacht, whereon he continuously maketh merry, with music and maidens, and chuckles at the newspaper chumps who wasted their substance in spreading his poison exactly as he would have it spread—at their own expense, in turgid type, on the front page, top of column.

"About the selfsame day the farmer, knowing the heat and burden of the season so near at hand, cal-leth about him his men servants and his maid servants and telleth them to prepare for a bigger job of harvesting than they have ever tackled before, while he goeth in his automobile at dawn seeking to lease the highway for a stack yard and the court house as an additional granary. And his latter end shall be worse than the first, when he gnasheth at the railroads that their sidings are too short for the cars he needs, and the world's grain prices get baggy at the knees because Kansas has again, as is her habit, raised the biggest crop ever.

"And it was ever thus."

THE RAYMOND LINES

ARE A SURE ROAD TO PROFIT AND REPUTATION.

The Raymond Sewing Machines

have been made and sold in Canada for half a century, and are to-day known the length and breadth of the country as the acknowledged leaders.

The National Cream Separators

are used exclusively by all the best dairymen, and those who know and want a high-grade, clean skimming separator. It is a reputation builder.

Write us for Agent's Terms and Catalogues.

The RAYMOND MFG. CO., OF GUELPH, LTD.,

324-6 SMITH STREET, WINNIPEG.

MOLINE PLOW COMPANY

MOLINE, ILLINOIS



Makers of The Famous Moline Plows and Other Flying Dutchman Farm Tools.
Henney Buggies. Mandt Wagons and Bob Sleighs.
Light Running National Manure Spreader.
Jobbers of Success Grain Drills and Success Hay Tools.

Kansas Moline Plow Co.	-	Kansas City, Mo.	Eastern Moline Plow Co.	-	Indianapolis, Ind.	Southern Moline Plow Co.	-	New Orleans, La.
Nebraska Moline Plow Co.	-	Omaha, Neb.	California Moline Plow Co.	-	Stockton, Cal.	Oklahoma Moline Plow Co.	-	Oklahoma City, Okla.
Minnesota Moline Plow Co.	-	Minneapolis, Minn.	Western Moline Plow Co.	-	Salt Lake City, Utah	Dakota Moline Plow Co.	-	Sioux Falls, S. D.
Texas Moline Plow Co.	-	Dallas, Texas	Canadian Moline Plow Co.	-	Winnipeg, Manitoba	Oregon Moline Plow Co.	-	Portland, Oregon
Missouri Moline Plow Co.	-	St. Louis, Mo.	Colorado Moline Plow Co.	-	Denver, Colorado			

BRANCH HOUSES:

Visit us when in the City--Take car to Louise Bridge--Our Factory will interest you

Buy "HERO" GRAIN SEPARATORS

WE SELL TO THE TRADE ONLY

WE DO NOT PEDDLE OUR MACHINES

Remember, Mr. Dealer, we protect you and at the same time give you the best grain cleaner and separator on the market.

The "Hero" excels in thoroughness of work and cleans oats from wheat perfectly. Every part of every machine is carefully and thoroughly built of the very best material that we can secure. It is light, handy, efficient and reliable. It gives full satisfaction to every user and brings new business to every seller. Don't you want the grain cleaner trade of your district? If you do, handle the "Hero." Catalogue and full information will be sent immediately on receipt of your request for same.

HERO MANUFACTURING COMPANY LIMITED

WINNIPEG



THE UP-TO-DATE Well-Drilling Machinery FOR FAST WORK AND BIG PROFITS

Is the Kelley & Tanneyhill and the Keystone lines; for which we are Dominion Agents.

The Improved **CANADIAN AIRMOTER** leads all others. Here is proof positive:—
Red Deer, Alta., Dec. 3rd, 1906.

Ontario Wind Engine and Pump Co., Winnipeg, Man.

Dear Sirs.—Enclosed please find fifty dollars (\$50) to cover note due in a few days. The mill is giving grand satisfaction, having crushed all the grain for feeding 50 head of dairy cows, pumping the water and sawing our wood up to the present and I have been able to keep a good supply ahead, which is really better than I expected.—Yours respectfully N. MICHENER.

The NEW "STICKNEY" GASOLINE ENGINE

From 1 to 16 h.p., stationary or mounted, is the best all-round Engine for the Farmer.
Here is the evidence:—

Ontario Wind Engine and Pump Co., Winnipeg, Man.

Cressman, Sask., April 11th, 1907.

Gentlemen,—Enclosed please find Post Office Order for One Hundred and Seven Dollars and fifteen cents (\$107.15) to pay note due June 1st and to pay balance of the barrel of gasoline.

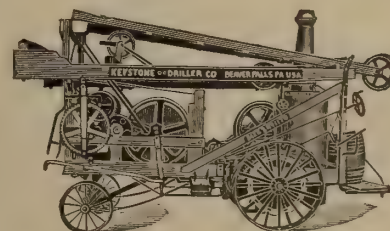
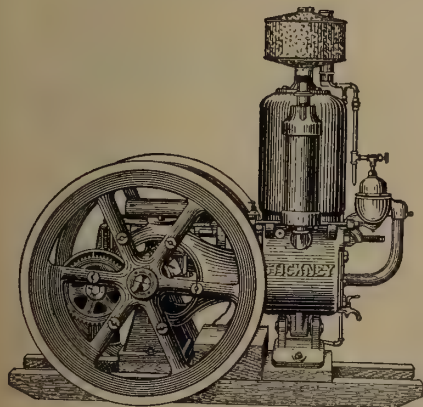
I am well satisfied with the 6 h.p. Stickney Engine, 8 in. plate Toronto grinder and 26 in. Airmoter, saw and frame. Everything has worked extra fine, I consider. I have chopped up to this date 605 bags holding about 11,000 bushels of mixed grain, also sawed about ten cords of wood for myself, all with one barrel of gasoline. I will have about three to four thousand bushels of grain to chop, also about one hundred loads or more to saw.

As a PLEASED CUSTOMER, I am, Yours truly, JOHN STOVER.

THE NEW FRICTIONLESS "EMPIRE" CREAM SEPARATOR

is the very latest and best

If you want something **New** and **Novel** for summer sale send for one of our
EAGLE STEEL LAWN SWINGS.



Ontario Wind Engine and Pump Co., LIMITED,

WINNIPEG.

Strenuous Competition.

Doubtless at this time many dealers are realizing the truth of our assertion that Eaton would cut in to the binder twine trade to a very considerable extent. During the latter part of May we had occasion to visit a couple of very progressive Manitoba towns and while there instituted enquiries in regard to the possibilities of farmers buying the catalogue house binder twine. We were, in a measure, surprised by the result of our investigations and, if the same conditions exist throughout the Province or the whole West, are free to confess that the catalogue house will secure a greater share of the twine business than we had credited them with. At the same time we were proud of the way dealers offered to meet this competition and feel assured that their far-sighted policy will redound to their advantage.

At one town we found the dealers prepared to meet Eaton's prices on the same terms: viz., cash with order and the farmer pay the freight. Here there was little talk among the farmers of buying from Eaton, and the prospects are deal-

ers will succeed in holding the twine business as in the past.

Conditions were quite different at the other point. There dealers were prepared to grant the same terms as the mail-order company, but were unsuccessful in holding the business; a large number of farmers having got together, lumped their orders and bought a car of catalogue house twine. At this place dealers were also fighting competition from the Kingston Penitentiary twine plant, and we understood that the "pen" people had succeeded in rounding up sufficient farmers to order a carload.

There is only one course open for the members of the trade and that is to fight the inroads of the catalogue house into the business with all possible stubbornness, fight them fairly and above board, meet their prices whenever possible but fight them continually. Their success in one particular line only means that they will attempt business in some other line. If they lose on their binder twine proposition, they may be more cautious in the future. Every member of the trade should forget any difference he may have with his local competitors, go to them and discuss the

situation in reference to binder twine and all should act as a unit towards defeating the invasion of the mail-order company into the binder twine market.

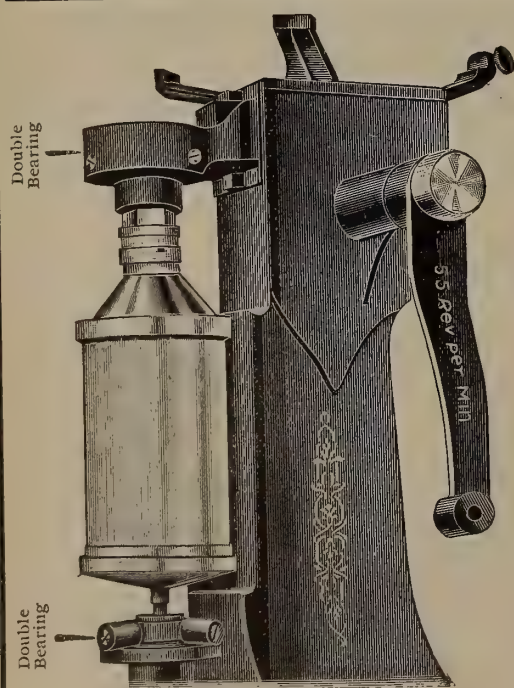
Several Questions for Certain Dealers.

Manufacturers and jobbers of hand cream separators must feel extremely gratified at the rapid development of this business in Western Canada. To those who know there is plenty of cause for gratification and real reason for congratulation. To ourselves it gives infinite pleasure to note the fact that whereas a few years ago the number of dealers handling these machines were in the great minority, conditions are so changed to-day that those selling cream separators now constitute the major portion of those engaged in the retailing of all kinds of farm implements and vehicles. Nevertheless, despite all that has been said or written, there are yet many members of the implement fraternity not handling some up-to-date, high grade separator.

Several causes are directly responsible for the material increase

in the number of dealers handling machines to-day compared with those engaged in this trade five or six years ago. The principal of these, however, are the active publicity campaigns and educational propagandas instituted by the various separator manufacturers, the leading farm journals but chiefly the trade press. Every possible means has been employed to develop universal recognition of the merits of the hand cream separator and the tremendous advances made in the industry during the past few years are sufficient indication that the policy pursued has been exceedingly fruitful of results.

As we have previously stated, despite all that has been or is being done, there are yet many dealers in the West who have not secured a contract and tried the selling of these machines. Why this is the case we do not know, but in view of the profitable business in this line being captured by other members of the retail trade we marvel that such a condition should continue. In our columns we have advanced very many excellent reasons why the separator should form a part of the stock of every implement man. To again enumerate them would



IT IS TOO LATE

To look into the construction of a Cream Separator after you have bought it.

Avoid the disappointment that surely comes with buying a cheaply constructed worm gear Separator, by examining before you make the purchase of any machine, the square or common sense gear in the

MAGNET Cream Separator.

Contrast it with the worm gear in other separators. Examine also the double support of the bowl in the MAGNET as compared with the support at one end only in all others.

Try the MAGNET against all others for clean skimming and for easy turning.

Examine closely its perfect ball race. Figure out the difference in cleaning the MAGNET with its one piece skimmer—less than five minutes as against twenty minutes in many of the others—a saving of eighteen days' work each year.

Examine the MAGNET'S general construction. It is built of the best material by the most skillful mechanics. It is not the lowest priced machine, because we will not sacrifice quality to make it that. Consider the above points carefully and the MAGNET will be your choice.

Write for 1907 Catalogue.

THE PETRIE MANUFACTURING CO., LIMITED,
132-134 Portage Avenue, WINNIPEG.

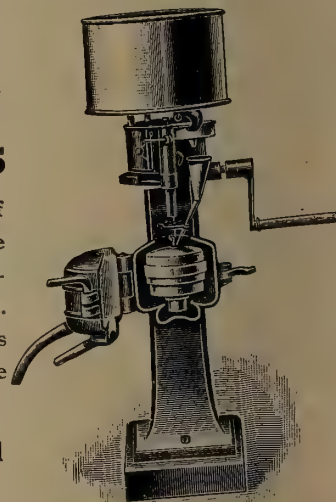
HEAD OFFICE AND FACTORY: HAMILTON, CANADA
REGINA. CALGARY. VANCOUVER. VICTORIA. ST. JOHN.



Melotte Cream Separators

are the highest type of machine made. They have proved their superiority during years of severe test. Thousands of satisfied dealers and users are ready to voice their praises.

Write us to-day for full particulars



Florence Wood Pumps

give the best satisfaction to the trade because they never fail to satisfy the farmer. Built by experts from the finest materials. We invite correspondence about this exceptionally strong line.

Melotte Cream Separator Co. Ltd.

W. ANTLIFF Manager

Winnipeg

Calgary

Agents for Ideal Gasoline Engines.

simply be repetition and wearying to some readers. For this reason we will change the style and submit herewith a few questions that every dealer not engaged in selling this machine should ask himself.

What valid excuse is there for my not handling a modern, high grade hand cream separator?

By not securing a contract for one of these machines, am I not losing profitable business that I might otherwise secure?

Is it not possible that some farmers, especially the most successful and influential, will regard me as unenterprising and unprogressive if I do not handle a cream separator?

Do I fully recognize the superiority of the hand cream separator,

its labor-saving qualities and its marvelous efficiency in separating cream from milk when compared with the gravity systems?

Am I posted and do I know that the loss of butter fat from the product of one cow for one year, when skimmed by the old-fashioned methods, will amount in value from \$5.00 to \$20.00, while the cream separator will skim to a trace giving practically no loss?

Having sold other lines of implements, most of which the farmer uses only for a short time each year, do I realize that when a separator is sold it is not for the accomplishment of work at special seasons but for actual use twice every day throughout the year?

Am I not alive to the fact that

throughout Western Canada there is a growing demand for machines and that I can stimulate and increase this demand, and thereby procure business that leads to other business, and at the same time make an excellent profit on every separator I sell?

Do I doubt the importance of the dairying industry or question the place of importance it occupies among the industries of the continent, and am I aware that the products derived from dairying in North America aggregate in value

about \$700,000,000 annually?

Am I biased in my judgment of the cream separator, or am I prepared to admit that it furnishes a method of handling milk on the farm or in the dairy that is just as far ahead of antiquated methods as the modern self-binder is ahead of the scythe and cradle?

Having thoroughly analyzed these various questions and carefully studied them, am I still of the opinion that I should not handle a modern, up-to-the-minute cream separator?

The Empire Proves Its Claims

The cream separator of Quality—Quality in work and quality in construction—is the

Improved Frictionless

Empire Cream Separator

In construction it is admittedly the simplest in principle. Its bowl is the lightest and turns the most easily. It is free of all complicated parts and is most easily washed. Its improved bearings make it as nearly absolutely frictionless as it is possible for a machine to be.

It is so well built and made of such good materials that it outlasts three or four ordinary separators, and very seldom needs repairs.

It gets *all* the cream and of the highest quality. In convenience, in economy and in satisfaction, it is emphatically the Separator of Quality.

We Prove These Things. We don't ask you to take mere "claims." We give you *proof*. Send today for our new catalogue. It is well worth your while to find out about the Empire.

Ontario Wind Engine and Pump Company, Ltd.,
Winnipeg, Manitoba,
Canada.



Gold Bricks.

They are hard to sell; most people are suspicious of them, but some of these are caught by the fellow, who offers for \$50.00, a Cream Separator worth \$100.00. Is he in business solely for the public benefit, or is the \$100.00 value fictitious?

DE LAVAL Cream Separators

Are Standard, and the superior qualities that have made them so are never found in a "cheap" machine.

ASK FOR CATALOGUE.

The De Laval Separator Co.

Montreal WINNIPEG Vancouver

Are You Getting Your Share?

Mr. Dealer: Let us ask you *again*—frankly—

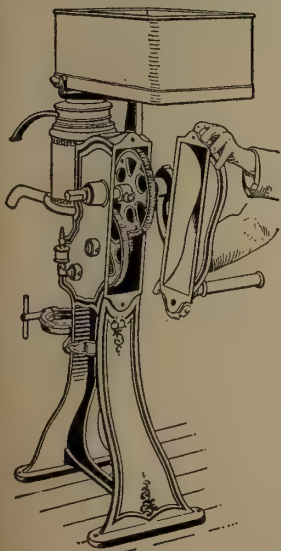
Are you getting your share of the separator trade in your vicinity? Perhaps you're not.

Maybe you're trying to sell a machine that can't stand up against the strong competition you find. But there is no *good* reason why you should not have your share. You can. We still want some good selling agents—*live ones*—and if you're one of that kind, write us, and we'll make you a proposition to handle a cream separator that you can put right up against all competition—and WIN OUT.

Its skimming ability is well-known everywhere and *unequalled*. The picture shows its strong construction and its simplicity speaks for itself. Just show it up. A farmer can *see for himself* the absolute truth of your claims. Remember, too, you have all the advantage of *our* reputation. We've been dealing with farmers and dairy-men over thirty-three years. *They know us*. We've been making the U.S. nearly half that time. *They know that, too*. The U.S. Cream Separator itself fulfills the claims made for it, and there is a reputation and a guarantee back of those claims that farmers respect.

What do YOU say? It's up to YOU! Are YOU satisfied with YOUR share? Let's talk it over with you. This is the time to push separators hardest and we're ready to push with YOU to get YOUR share. Will YOU simply let us? Just write us, please, a few lines about the situation in your territory.

VERMONT FARM MACHINE Co., Bellows Falls, Vt., U.S.A.



The picture shows the safe, enclosed, self-oiling, easy-running and strong gearing, and the solid, one-piece frame. Only 2 parts inside bowl. Low milk tank.

Modern Appliances for Hay-Making.

How many dealers are handling a full line of hay-making machinery? We venture to state there are not as many as there ought to be, and as the volume of business done and profit in handling such goods would warrant. This is a class of farm implements that is becoming of vastly greater importance with each succeeding season. On the dealer rests the onus of its success or failure in his district. The dealer is the missionary. He must introduce the goods and create a demand for them. This he cannot do by catalogues. He must have them where they may be seen in actual operation. Perhaps the first season may not result with any great profit but the seed is sown, and the solid dealer expects to continue with the business. This means success and profit in the long run.

One of the chief reasons why there are great possibilities in sel-

ling haying tools in Western Canada, is the gradual trend towards mixed farming by many in the older settled portions of the country. The agricultural press is teaching it, and lecturers on agricultural subjects are preaching it, and their efforts in this connection cannot fail to impress the thinking farmer with the advisability of such a course. This means that, in years to come, hay will be one of our most important crops.

According to the officials, of the United States Department of Agriculture, the hay crop of that country for 1905 was valued at \$515,959,784, ranking second to corn as the most valuable crop produced by the farmer. Writing on this Prof. Thomas Shaw says: "The estimated value of the grass crop included only hay, while it is undoubtedly true that the pasture crop is more valuable by a large margin than the hay crop, because of the immense area in pasture. Add these values and the cash val-

ue of the grass crop will exceed that of the corn. The indirect value of the hay crop to the farmer cannot be stated in figures. But it would not be extravagant to say that, all things considered, it would not be much less than the market value of the hay."

Notwithstanding the immense importance of the hay crop to the farmers of the United States, it is greatly neglected. Many of the most prominent agricultural experts of that country assert that there is tremendous loss owing to improper methods of curing and storing hay and in the farmers' failure to realize the necessity for the use of the most up-to-date appliances for modern hay-making.

Such being the case farmers in Western Canada should profit by the experiences of their neighbors to the South. Thus it is that a large proportion of the educational work in this connection devolves upon the dealer, and consequently he must be posted regarding modern methods for curing and storing hay and must handle machines adapted for this purpose.

It behooves our implement dealers to grasp the situation and, in view of conditions and the profits to be made from handling hay-making machinery, we believe they will.

Tariff Revision Across the Line.

"A revision of the tariff is in sight and the quicker it comes the better," is the opinion of a leading Ohio manufacturer of various lines of agricultural implements. This expression coincides with many others from implement and vehicle manufacturers across the line, which have been appearing for some weeks now in one of the leading implement trade journals.

It is evident from the tone of these letters that a very large proportion of the American manufacturers stand in favor of reciprocity and revision of the tariff. Many old-line republican protectionists have openly avowed a desire for material reductions, not only in steel, iron, wood and coal, but also on many other commodities.

From these expressions of opinion it is easy to see that the next United States elections will be more or less influenced by the question of the tariff. The manufacturers, jobbers and dealers of Canada will watch with exceeding interest all actions taken in connection with this important matter by the manufacturers and others of the United States.

To Make Harvesting Machines.

At their last session the Legislature of the State of Minnesota authorized the establishment of a factory to make harvesting machinery at the state prison at Stillwater, providing \$200,000 for its operation. Discussing this subject Implement Age pointedly remarks:

"It is reported that the State of Minnesota proposes to make harvesting machines in its prison, in order to keep its convicts at work. Such being the case, the time may come when it will be considered an advantage to receive a sentence. It is a new departure to protect the farmers by impoverishing some other class."

Increased Imports.

During the month of March \$306,921 worth of agricultural implements were imported into this country from the United States. In comparison with the same month of 1906, this shows a gain of \$64,911. For the eight months ending March the total imports amounted to \$2,126,101 or \$715,733 in excess of the total for the same period of the year previous.

The "MANITOBA LINE" a Money Maker



Because it is composed of reliable goods properly made, thoroughly tested, and carefully finished.

Our "MANITOBA" Windmill is the most scientifically constructed Mill in the World. Built to meet Western Requirements.

A Customer's Testimony

Moosomin, Sask., Feb. 11, 1907
Gentlemen, For windmill power there is no mill to compare with your "New Manitoba." It excels all others for power and speed. It is the most substantial mill and the best value for the farmer. It crushes 30 bushels of barley per hour easily. Doubters of this assertion, who have money to lose, should apply to me.
Sincerely, A. S. Dalgleish.

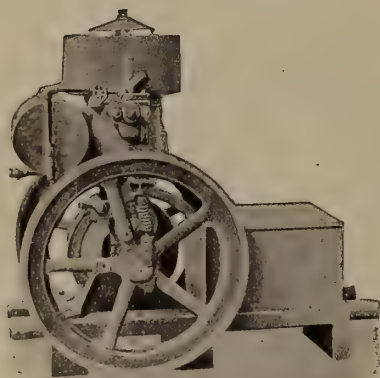
The "MANITOBA" Gasoline Engines. No Water Tanks. No Gasoline Pump. Simple, Strong, Safe. High in Grade and High in Working Qualities.

"MANITOBA" Steel Saw Frame Absolutely all Steel. Heavy Angle Steel Frame and Table. Note the Steel Cross Braces. "The Best that's Made."

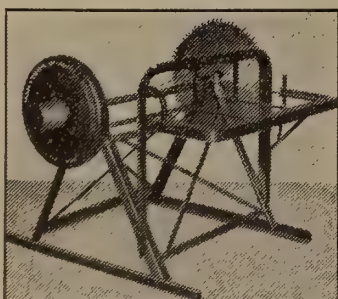
The Famous "Manitoba" Pumps, known and recognized throughout the West as the "STANDARD OF EXCELLENCE."

We Manufacture the Daisy Hayes Double Cylinder Force Pump in Black and Galvanized Iron.

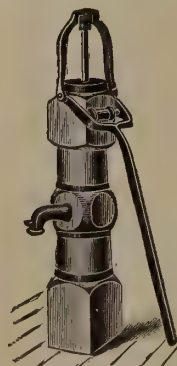
SEE OUR NEW "CANADIAN PETERS" PUMPS
WRITE FOR CATALOGUES



THE "MANITOBA" GASOLINE ENGINE



"MANITOBA" STEEL SAW FRAME



The Manitoba Windmill & Pump Co., Ltd., Mfrs., BRANDON, MAN.

Box 301

They Do.

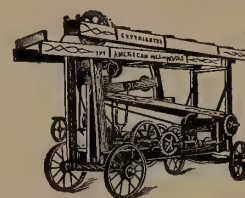
President Roosevelt says "the shots that count are the shots that hit." It's an excellent text for all our readers, be they dealers, traveling salesmen, jobbers or manufacturers. Apply it to your own particular business and take it to heart.

—THE— American Well Works

AURORA, ILL., U.S.A.

Winnipeg Representative:

T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

CATALOGUES ON REQUEST.

Correspondence solicited—giving details of what must be accomplished.

We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.

Brandon Fair, July 22nd to 26th.

Western Manitoba's big fair will be held at Brandon from the 22nd to the 26th of July. As this year marks a quarter of a century since Brandon was granted articles of incorporation, the townspeople, as well as the officers of the exhibition, are putting forth greater efforts than ever to make this a memorable event. It is expected the machinery exhibit will be the finest ever got together on the grounds at the Wheat City and this, together with the usually splendid showing of all classes of live stock, will bring out the visitors in large numbers.

Handsome Offices.

Down on Portage Avenue, to be specific and accurate at No. 260, the Grand Trunk Railway Co., has established an office that for modernity and completeness has anything of a like nature in Winnipeg vastly excelled. Here are located both the local passenger and freight departments of the company, with Mr. A. E. Duff, local manager in charge.

This company had offices in the Ashdown Block previously, but owing to a demand for increased

space had to make a move. Their new quarters are 20 x 90 feet in size with a 16 foot ceiling. Large plate glass windows at the front and back permit of plenty of light.

The walls are burlapped and tinted in pleasing colors, while all the woodwork of the interior is of quarter cut oak. Private offices range along one side, being divided from each other and the main lobby by chipped bevelled plate glass. Large and handsome oak counters for the passenger and freight departments are provided, being respectively thirty and twelve feet long. Everything is in perfect appointment and Mr. Duff and his staff are to be congratulated on the splendid and inviting appearance of their new home.

Regina.

Sod was broken a few days ago for the mammoth warehouse which will be erected for the International Harvester Company on the corner of Dewdney and Broad Streets.

Mr. W. J. Hunter, Special Salesman for the Cockshutt Engine Gang plow, was in the city for a day or two recently and has gone on a North trip. He reports having already started a number of these gangs this season.

Reeves & Co. have opened a temporary office on the lot recently secured by them on Broad Street North, where they are preparing to build their warehouse. It is said this will be their Canadian headquarters.

Mr. P. Cooper, Manager for the Frost & Wood Co. here, is down the main line on a trip in connection with business for his firm.

Now that the drill trade is over for the season it is evident that many dealers cannot help but feel disappointed at results. From reports to hand there are a large number of machines to carry over. Part of this is undoubtedly due to late deliveries by the railroad companies, but in several cases the agents ordered more machines than the trade demanded.

A Splendid Series.

Practical information on any subject, whether it be in regard to machinery or work in connection with farm crops, is always received with favor by the progressive dealer. For this reason we feel that the series of four little booklets issued by the International Harvester Co., deserve special mention. Each deals with some line made by

this firm and the information on the different subjects is thoroughly authentic and complete. One is devoted to a history of the "Development of Agricultural Machines," and traces the various steps in advancement from the time of the ancients. Another discusses "A Wasteful Farm Practice" in connection with the spreading of barnyard manure, with details regarding the manure spreader. The third is devoted to the "Development of the Cream Separator," while the last of the series takes up the growth and development of the gasoline engine under the heading "Three Hundred Years of Power Development." Every one of these little brochures is beautifully illustrated, especially that on cream separators, and the numerous half-tones of this concern's various machines are excellently brought out on the splendid quality of paper used. These little text books are well worth having and dealers should not hesitate about requesting copies. A post-card to any branch house of the International Harvester Co. is sufficient to bring them. Mention Canadian Farm Implements and favor us.

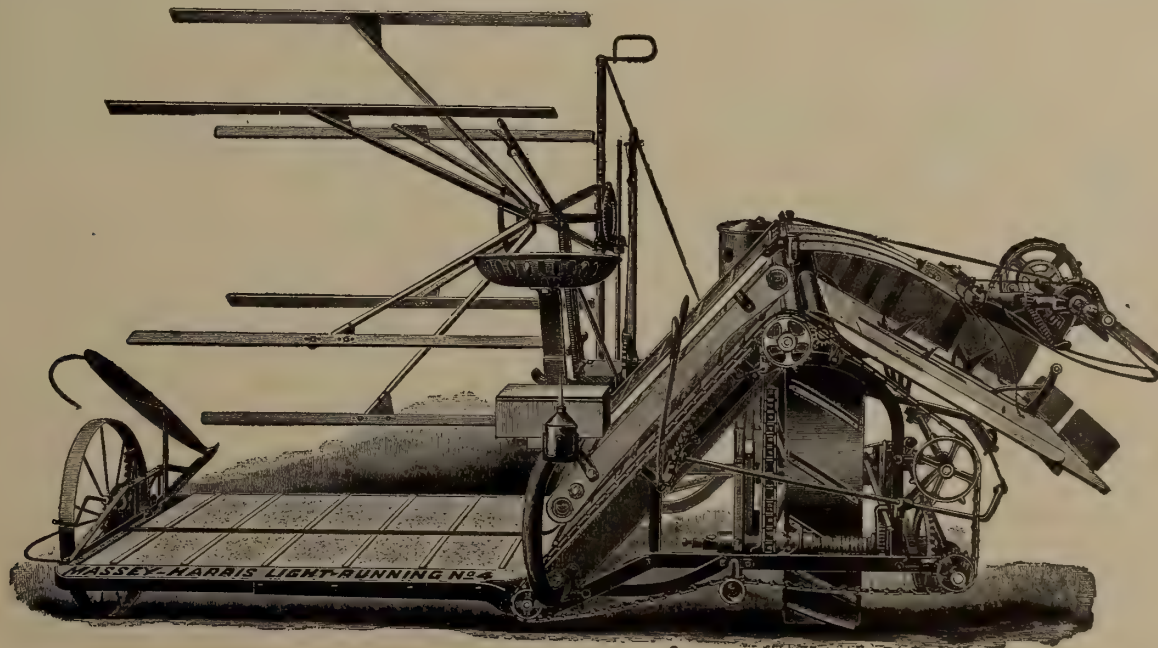
"THE FAVORITE"

BECAUSE

It is the Binder that ties tight and ties always

It makes neat, square-butted sheaves, and puts the band in the middle with either long or short grain.
Its Floating Elevators front and rear, and which are automatic, enable it to handle successfully all kinds of crops.
Its exceptionally wide Elevator Canvasses are a distinct advantage in handling heavy, down and tangled grain.
Its thrust block and ball for bevel wheel shaft takes up all wear.

Made in 3 sizes.



6ft., 7ft. and 8ft. cut.

MASSEY-HARRIS COMPANY, LIMITED.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by

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F. D. BLAKELY, Manager

901-2 UNION BANK BUILDING,
WINNIPEG, CANADA
Telephone 518

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CORRESPONDENCE

solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

JUNE, 1907.

Dealers Must Take Initiative.

In this issue there appears a letter from a dealer who declares himself in favor of an association for the implement dealers of Western Canada. During the past year we have heard many similar expressions made verbally by dealers with whom we have come in contact, and from what we know there is a feeling abroad that such an organization would be of inestimable benefit to the retail fraternity.

In this connection we wish to say to our readers that, while we are heartily in sympathy with any movement that means for trade betterment, such as would be the aim of an association, we consider the initiative steps must be taken by the retail dealers themselves. Through our columns, or in any other way possible, we will be glad to assist but preliminary action towards formation must be taken by the dealers.

Our correspondent has merely cited one instance—that of mutual fire insurance—whereby an association would prove of value to the trade at large. There are a very large number of questions that could profitably be taken up and

discussed and some definite course of action arrived at that would result to the advantage of every man in the business. We shall be pleased to hear from other dealers who favor an association and we shall also thank those who oppose such to submit us their views and their reasons for opposition.

Avoid Duplication of Town Names.

Ambassador Bryce, while visiting Canada recently had occasion to mail some despatches to his Government. He addressed them "London." Later he was surprised to discover that they had been forwarded to the Ontario town of that name, and consequently were a few days afterwards "returned for better address," to the writer. This evidently provoked Mr. Bryce for he

authorities ever manage to avoid trouble and criticisms in this connection. There we find cities, towns, and villages, to the number of thirty designated Washington, to say nothing of the large number of counties, lakes, rivers, etc., that bear the same name. There are twenty-four Berlins, (three of them being in the state of Ohio), twenty-one Parises, twenty-five Big Creeks, and so on through a long list where names are repeated from five to fifteen times.

Another matter, while we are on this subject, is the folly of changing names of places once they have been baptised. When a town has received its cognomen, which it should get only after careful consideration to avoid reiteration, no departure should be made from it. Examination of an up-to-date atlas, giving a list of places alphabetically arranged, will speedily

Sleigh Prices Go Up. Advance on Wagons Likely.

Sleigh prices have advanced and there is every indication that wagon values will follow suit in the course of a short time. Winnipeg jobbers have been advised by manufacturers of an increase in the former line and the likelihood of a similar step in the latter. The new quotations on sleighs take effect immediately and are equivalent to an advance of from \$2.00 to \$3.00 on every sleigh purchased by the dealer. It is understood that when wagon prices do go up the advance will be about the same percentage as that on sleighs. Increased prices are attributed to the buoyant condition of the lumber and steel markets and the numerous advances that have taken place in these lines during the past three or four months.

takes occasion to mildly scold us for our duplication of Old World names for our cities and towns.

Every business man will instantly recognise the justice of this criticism. Duplication of town names is something we should studiously seek to avoid. It is something of particular interest to Western Canada where new towns are constantly springing into existence every week or so. Where towns are given similar names to those of the Old World or the New, there is a continual source of trouble, of delay, and of expense to the business men of all countries, and our Government should carefully consider and see that duplication of town and village names is not continually taking place.

If we glance over the map of the United States, and endeavor to find duplication of names we are amazed at the number of repetitions, and we wonder how the postal

demonstrate whether or no there are other towns bearing like names to those proposed. After coming to a decision as to the right and desirable name for their town the sponsors should submit it to the postal authorities for acceptance and once the authorities accept it there should be no change, except under extreme conditions such as existed in the case of our present Kenora.

Don't Accept "Traded-in" Machines.

At this season of the year every implement man is subject to many trials and temptations. Not the least of these are his encounters with the farmer anxious to "trade in" some old machine as partial payment on a new purchase. Much has been said and written on this score and yet, withal, the practice goes on from year to year.

Not only does it continue, but in many districts, especially those where dealers are of a very limited experience in the business, it frequently flourishes to the advantage of the farmer and the detriment of the implement man. In many cases one comes across dealers prepared to put up admirable arguments in defense of it, the telling points of which are based on actual experience and backed by fact. Nevertheless the practice of taking old machines at a consideration, as a rule greatly in excess of their real value, is to be condemned and is undesirable from all business standpoints. Were dealers a unit in endeavoring to eliminate it such a consummation, so devoutly to be wished, would speedily be reached with resultant benefit to every branch of trade.

It is undeniably true that there are many temptations for dealers to engage in this policy of accepting "traded in" goods. If a farmer offers to buy a new machine and will only do so providing the seller will accept his old machine, which is in a fair state of repair or has a trivial defect or two only, at a valuation that means a reduction to him in the cost of the new machine then it is very difficult for any dealer to refuse. This is due to fear that such an offer made to his competitor may be accepted and his business from that particular farmer, lost forever. Accordingly he agrees to the proposition, takes the old machine, has it repaired, and improved in appearance, and re-sold to some other buyer. From this sale he secures a fair profit, and he may justify the transaction on the ground that his returns on the sale of the old machine fully compensated him for what he dropped on the first deal, while at the same time he secured and satisfied a customer not able to pay the price of a new article of the same kind.

Despite these conditions we must emphatically declare against the policy of taking old machines in trade. In the end it results to the disadvantage of any dealer. He frequently loses much of his best trade through it for the reason that good farmers begin to regard him as a handler of junk. Again, for every old machine that gives satisfaction after being repaired there are infinitely more that cause continual trouble and annoyance and never give the buyer satisfaction. In these cases the dealer gets all the blame and the disgruntled farmer does not hesitate in telling his

neighbors how he has been treated, and, as a rule, his story loses no coloring in the telling and in frequent repetition. A real good reason why dealers should refrain from accepting old machines in trade is because they reduce normal and legitimate profits, owing to their inflated valuation and the additional expense of having them repaired.

Glancing over the world of commercial business we find no other class who take old, used articles and allow the valuation set on them to apply on the purchase price of new articles. Why should the man selling farm implements do this sort of thing? There is no other class of men who desire such machinery, unless it be those buying old scrap iron, so that the dealer has no competition from the outside in the purchase of second-hand farm machines. Why then should the members of the trade engage in it?

Every man connected with the implement business should resolve to forever abolish the practice of accepting "traded in" machines.

Personals.

Mr. P. Bowlen is a new dealer reported at High River, Alta.

Mr. F. C. Moore recently commenced in the implement business at Tillson, Man.

Jauntz & Pauls is the name of a new firm of dealers at Daysland, Alta.

It is reported that the business of the late Festus C. Chapin, at Hartney, Man., has been sold to a Mr. R. J. Haly.

It is understood that a new dealer, Mr. John Moxnes, recently opened up in the agricultural implement business at Craik, Sask.

Sawyer & McLaren is the name of the firm now conducting the old business of R. M. Sawyer at Heward, Sask.

Heyden, Max & Co., Ltd., is the name of a new implement firm just opening up at Guernsey, Sask., and also at Lanigan, Sask.

Messrs. Harper & Letourneau, dealers at Tofield, Alta., are extending their operations. They recently took on a line of furniture.

Mr. Oliver Brown, Belmont, Man., recently took the agency of the Massey-Harris Co., at that point.

Mr. E. A. Mott, Manager of the Cockshutt Plow Co., was on a visit to the Regina branch of his firm a short time ago.

Mr. C. W. Smith is the name of another to join the implement fra-



WILLIAM SAMUEL KREBS.

Mr. William S. Krebs, for many years closely identified with the harvesting machine industry, died of pneumonia at his home in Oak Park, a suburb of Chicago, Thursday, May 23rd.

The decedent, an excellent likeness of whom appears on this page, was born January 17th, 1854, at Fredericksburg, Virginia. He came to Chicago in January, 1879, in which year he secured a position in the office of C. H. and L. J. McCormick. Shortly afterwards he was transferred to Mankato, Minn., and from there to Albert Lea, Minn., where he held the position of general agent for the McCormick Harvesting Co. until the fall of 1898, when he was appointed sales auditor and placed in charge of agency equipment, an important and responsible position in the company's general offices at Chicago. Following the formation of the International Harvester Company in 1902, Mr. Krebs was detailed to go to Europe in the interests of the new organization, and he remained abroad about one year. Upon his return to Chicago he succeeded John C. Fetzer as agent for the McCormick properties; but on account of failing health, which he never fully recovered, was compelled to resign this position. He was a man of sterling integrity, and great business capacity. His judgment was seemingly unerring, and he had a fine personality that attracted many friends both in and out of the trade. A widow and one son survive him.

ternity of Western Canada. His place of business is at Daysland, Alta.

Mr. Morton Emerson, dealer at Davidson, Sask., disposed of his business a short time ago, the purchaser being a new company known as Paulson & Winkjer.

Mr. H. H. Rogers, Assistant Manager of the Canadian Moline Plow Co., of this city, was recently on a trip through Southwestern Manitoba in the interests of his company.

The Labatt Manufacturing Co., of London, Ont., and who had a branch for the West in Winnipeg until recently, have disposed of their gasoline engine business and withdrawn from this territory.

The firm of Heaslip, Kully & Young, of High River, Alta., doing a business in hardware and implements, are reported to have sold out. Who secured this property is not known.

Mr. D. S. Carnahan, who has been conducting an implement and

vehicle business at Fleming, Sask., recently took in a partner. The firm is now doing business under the style of Carnahan & Lemon.

Mr. C. H. Whitaker, Manager of the Manitoba Branch of the Massey-Harris Co., was out for several days during May calling on his representatives in various parts of the province.

To the Ontario Wind Engine & Pump Co., Winnipeg, was awarded the contract for the erection of a water tank and tower for the town of Wetaskiwin, Alta. This will be one of the largest and most modern yet constructed in the West.

Mr. J. C. Madill, who has been carrying on both an implement and a livery business at Maymount, Sask., disposed of the latter a short time ago and will give his entire attention to his growing trade in farm machinery.

Mr. Joseph Bryan, Vice-President of Tudhope, Anderson & Co., of this city, recently returned from a visit to the plant of the

Emerson Manufacturing Co., of Rockford, Ill. While away he also visited Racine, Chicago, Minneapolis, and several other points.

George Ritz, lumber and implement dealer at Humboldt, Sask., recently disposed of his lumber interests to the Galvin, Walston Lumber Co. This same firm recently bought out the lumber business of Mr. W. Small, who has been conducting this line in conjunction with an implement business at Wadena, Sask.

The American Seeding-Machine Co., of this city recently changed their quarters from 283 James Street to 310 Ross Avenue. Here the company have much more spacious and comfortable offices. Dealers visiting the city should remember the new address—310 Ross Avenue.

Mr. W. A. Cavanaugh, first assistant mechanical superintendent of the International Harvester Co., of Chicago, who was in here in connection with matters affecting his company's interests during the middle of May, returned home a short time ago.

Mr. H. P. Hansen, who has charge of the separator department of the Ontario Wind Engine & Pump Co.'s business, recently left the city on an extended trip through Saskatchewan and Alberta in the interests of the little blue, frictionless "Empire."

Mr. H. H. Hurd, Secretary-Treasurer of the Ontario Wind Engine & Pump Co., Toronto, is at present in the city visiting the local branch of the company. He expects to be here for a couple or three weeks.

Mr. R. G. McKay, of the staff of the Ontario Wind Engine & Pump Co., recently removed his home from Winnipeg to Brandon. This is a move Mr. McKay has had in mind for a long time and is due to the fact that he has found Brandon more centrally located and therefore more convenient to the territory over which he has charge.

Mr. H. W. Hutchison, President and Manager of the Fairchild Co., of this city, left a day or two ago on a trip South and East. Mr. Hutchison makes this visit annually for the purpose of placing estimates for future business, etc. While away he will visit Minneapolis, Aurora, Ill., Moline, Chicago, Toronto and Brockville, as well as several other points.

The Ontario Wind Engine & Pump Co., announce the receipt of their first carload of new style

"Stickney" gasoline engines, the horse powers having been materially changed. These engines are now made in 1, 3, 5, 7, 10, 13, and 16 h. p. with gravity or pump feed and either stationary or portable. The new list issued by the company June 1st, cancels all those previously distributed.

Mr. J. G. Pulford of Thessalon, Ont. was in the city a short time ago. Mr. Pulford has been connected with the Massey-Harris Co. for many years; representing them as local agent for a time, and latterly acting as blockman in connection with the Ontario Branch of the Company on the North Shore Division. His Winnipeg friends were much pleased to have this opportunity of seeing him again.

Work on the new warehouse of the Fairchild Co., on Princess Street, between William and Bannatyne Avenues, proceeds rapidly. Already the basement has been completed and the men are at work on the supports and structural work for the upper storys. When finished Winnipeg will have another implement warehouse to be proud of. It is thought it will be ready for occupancy sometime this fall.

All is hustle and bustle around the location of the new garage, which is being built by Joseph Maw & Co. This occupies the full width of the block between King and Princess Street, midway between William and Bannatyne Avenues, and when finished will be a credit to the energy and enterprise of the company. The workmen are now engaged on the roof and the building will be ready in the course of a very short time.

The Regina Windmill & Pump Co., of Regina, Sask., recently concluded arrangements with the Red Jacket Pump Co., of Davenport, Iowa, to handle their celebrated line of Red Jacket pumps in Manitoba, Saskatchewan and Alberta. The manufacturers of this line have an enviable record for their products across the border and Mr.

D. D. McGillivray, of the Regina W. & P. Co., is to be congratulated on securing this agency for his firm.

Mr. E. Hutton, agent for the Massey-Harris Co., at Minitonas, Man., was in the city for a couple of days about the end of May, and, as usual, paid us a visit. Mr. Hutton stated that the fall wheat in his district, of which about 1,000 acres were sown last fall, is coming along in splendid shape and promises a most successful crop. He said business was fairly good with medium sales in drills and plows, while there was little to complain of in connection with collections. His belief is dealers will have a big trade in fall lines this year.

Mr. D. D. McGillivray, Secretary and Manager of the Regina Windmill & Pump Co., of Regina, Sask., a new concern recently incorporated in that province, was in the city for a day en route to points in the South. He is making this trip for the purpose of closing contracts with several manufacturers whose lines his company expect to handle in this territory. While away he will stop off at Minneapolis, St. Paul, Freeport, Ill., Batavia, Ill., Davenport, Iowa, Sparta, Wis., Superior, Wis., and Chicago.

At Virden, Man., on May 19th, the warehouse of the Massey-Harris Co.'s agent, Mr. A. MacDonald was scorched by fire. The origin of the blaze remains a mystery though it is attributed to a cigar stub setting fire to some waste paper or straw. A few books, left outside the safe, and the office fittings were completely destroyed. The total loss aggregated between \$800 and \$1,000, but, we understand, was covered by insurance.

Mr. Chas. Montgomery, the genial implement dealer of Carman, Man., was in the city for a couple of days a short time ago calling on many members of the local trade. He reported a fairly large drill trade and was optimistic

regarding the demand for plows this fall. Speaking of the crop in the Carman district, he said it would show a decrease in comparison with last year, especially in wheat. Nevertheless, with favorable weather, he is confident a successful harvest will result.

In order to take care of increasing business and to secure more commodious quarters and better facilities the Cooper Gasoline Engine Co., recently removed from 313 Donald Street, to Mayfair Avenue, close to the river bank. This company, since their reorganization, are making excellent progress and are working up a very profitable business in marine engines, launches, and launch accessories. Mr. Shutt, the manager, reports many sales last month with excellent prospects for the future.

Mr. David H. Watson, Secretary of the Brandon Machine Works Co., Brandon, was in the city for a few days recently in connection with his company's interests. He reports a very profitable season's business but stated there was a very marked stringency of money. To give you his own words for it he said: "All the money in the country has been put in a trunk, the trunk locked and the key thrown in a river." Judging from opinions received from other members of the trade, both retail and wholesale, his summary of the financial situation is about right. Despite backward weather, Dave was very optimistic in regard to the crop the West will harvest this year. Being an old timer he could delve down into his memory and bring forth many experiences of splendid yields in backward years long gone by. Oh! to have the memory of an "old timer." We hope Dave is right about the heavy yield both for the sake of the farmer, the dealer, and the country at large.

Mr. E. Barelman, of the Gilson Mfg. Co., of Port Washington, Wis., and Guelph, Ont., was in the city recently looking over conditions relative to the development of their business in Western Canada. On leaving he informed us that it was the intention to handle their trade direct with the dealer, instead of through a local jobber. This company a short time ago purchased three acres of land in Guelph for the establishment of a Canadian factory. At the present time they are busy erecting a machine shop, 60 x 80 feet; a

moulding shop, 60 x 100 feet, and several small storage buildings. These they expect to have completed and in working order within a month or six weeks. Their location gives them excellent facilities for shipping, being right on the lines of the G. T. Ry., and C. P. Ry. Mr. Barelman was most enthusiastic about business in Canada and stated that all the export trade of his company would be taken care of from their Guelph factory. His firm have an extensive trade with Australia, New Zealand and South Africa, and hope to develop a similar business in Canada.

Mr. Fred Darling, Manager of Jobbing Sales for the Omega Separator Co., of Lansing, Mich., but who has his headquarters in St. Paul, Minn., was in the city recently on his return from a trip to the Coast during which he took advantage of the opportunities offered and visited Calgary, Edmonton and several other Western points. While here he concluded arrangements with the Fairchild Co., of this city, to handle Omega cream separators for Canada. This is the first effort made to introduce the Omega into Canada, and in view of the excellent reputation it enjoys among the high-grade cream separators of the South, the Fairchild Co. are to be congratulated on having secured it as part of their already famous line. Further announcements regarding it will be made later. Mr. Darling was extremely well satisfied with the results of his visit to the city and thoroughly enjoyed his trip from the Coast. He has great faith in Western Canada and is of the opinion that the past winter and backward spring of this year will result beneficially for the country in the end for the reason that it will tend to more rapid development of mixed farming, consequently an increased dairying industry and therefore a more profitable field for cream separator manufacturers, jobbers handling these machines and dealers selling them.



Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Munro Wire Works, Winnipeg

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio
156 Viaduct

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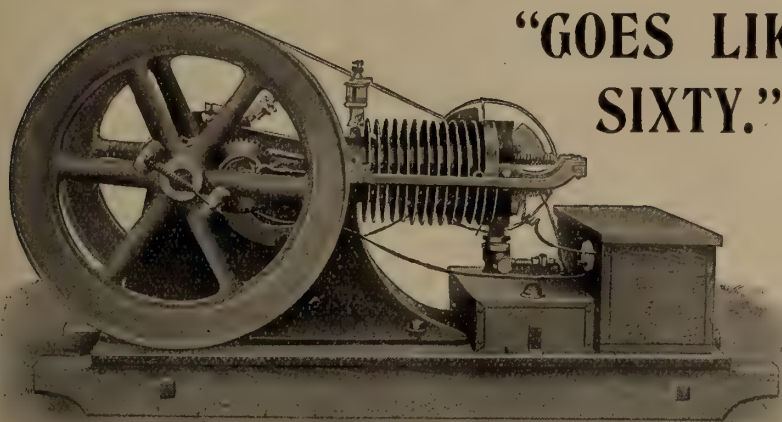
Experienced Machine Man for sales work, collecting work and supervizing of agencies.

Write stating length of experience and salary required to

**"A," c/o Canadian Farm Implements,
901 Union Bank Building**

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The GILSON AIR COOLED ENGINE



"GOES LIKE SIXTY."

SELLS QUICK AND STAYS SOLD

THE LIVE LINE FOR THE DEALER

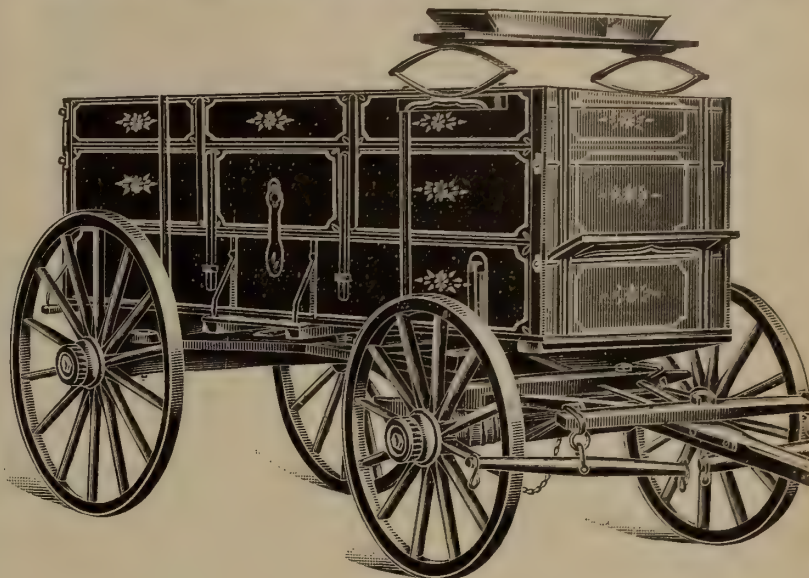
Air Cooled Sizes		Water Cooled Sizes	
1	H.P.	2	H.P.
1 1-2	" "	3 1-4	" "
2 1-2	" "	4 1-2	" "
5 1-2	" "	6	" "
		7	H.P.
		8	" "
		12	" "
		15	" "

Our Net Prices will Surprise You.

GILSON MANUFACTURING CO., Limited,
GUELPH, Ontario, CANADA.

GILSON MANUFACTURING CO.,
PORT WASHINGTON, Wis., U.S.A.

WILKINSON WAGONS

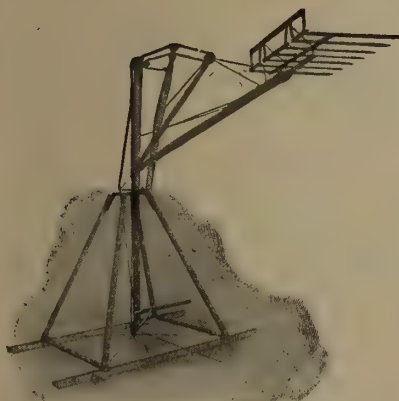


Best air-dried stock. Black Birch hubs—thoroughly seasoned. Ironed to perfection. Nothing skimmed in any part. Timber all seasoned for several years before going into the wagon. Finished in the best possible manner and attractively painted. If you are after the best trade, buy—

"THE LIGHT-RUNNING WILKINSON."

Sole Selling Agents:

THE STEWART-NELSON CO., Ltd.
WINNIPEG

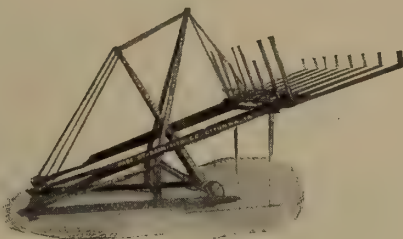


The Dealer who has a Contract for the

GREAT DAIN LINE

of Hay Tools is in position to supply his trade with durable, efficient, labor saving equipment.

They are dependable for only the very best material procurable for the purpose enters into their construction.



From the various Tools and several styles a farmer can select a machine adapted for his particular requirements.

Write at once for contract and descriptive literature.

F. R. SHANTZ, Preston, Ont.
Canadian Representative.

DAIN MFG. COMPANY,
Ottumwa, Iowa, U.S.A

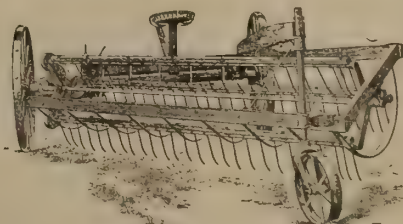
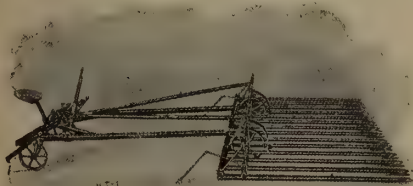
The Fairchild Company, Limited

General Agents,

Winnipeg.

Regina.

Calgary.



Policy of Irregular Sales.

Rumors are current and frequent complaints are being made against the practice of irregular selling, which, it is said, is showing rapid growth in the West. Dealers and others aver that such is the case and those in a position to be thoroughly acquainted with the circumstances claim that it is absolutely impossible to deny the existence of the practice. Reports indicate that it is more prevalent in the new provinces than in Manitoba, and especially in newer districts.

Just what class of salesmen are the principal offenders it is difficult to say, though much of the trouble is attributed to sellers of light vehicles. One or two concerns in other lines are mentioned as having followed the same policy, and while reproaches against them are not very numerous they are none the less a cause of much dissatisfaction to legitimate dealers.

The practice of irregular selling is disastrous to retail trade interests. When a salesman enters a town and finds it impossible to make a sale, through the regular dealers being overstocked with goods of his line, or having already

secured the agency for another company's product of the same kind, then in his own best interests and those of the concern he serves he takes his departure hoping for business on his next visit. Such is not the method pursued by the irregular salesman. When he enters a town it is not his intention to make a move until he has recorded a sale. He canvasses the dealers, finds them already overstocked or with previous contracts and discovers none connected with the trade ready to handle his particular line. Disgruntled, he goes out and hunts up a rank outsider, an individual having no connection with the retail implement and vehicle trade whatever, succeeds in placing a sample with him, then writes his house he has established an agent at that point.

There is nothing to be said in favor or defence of such business methods, and while we recognize it as exceedingly hurtful to the retail dealer it appears to our eyes like suicidal policy for the jobber or manufacturer to engage in it. Simply because a salesman is unsuccessful in securing business in some particular town is no justification for his selling to those who

are not regularly employed in the retailing of farm implements or vehicles. Such orders are nothing more or less than one time sales. In the pursuit of his regular vocation, whatever that may be, the individual who secured the sample from the traveller, always at the wholesale price, rarely has the time or inclination to develop business for the jobber or manufacturer, and the result is that the action of the traveller in selling to him is the means of closing the doors of the regular, legitimate, retail dealers in that town to the products of his company for years.

This is a matter worthy of the closest attention by jobbers and manufacturers. From every standpoint of trade interests it is most unprofitable and a decided detriment to the development of those who participate in it. Dealers demand and desire protection, and those members of the wholesale trade with whom we have discussed this question recognize their right to it.

Railroad Accidents and Defective Rails.

Upon defective rails rests the blame for a very large proportion of the railroad accidents of the past few years. It is needless to say that the large increase in the number and seriousness of the catastrophes has been the cause of much concern to the public at large.

The Scientific American, one of the leading and most authentic journals of the present day, recently made an investigation of this matter and their report upon the result of this examination has caused considerable comment among the travelling public from one end of the country to the other. They discovered that a few years ago rails were bought in the open market and rolled to the specifications of the engineers of the railroads, and by them held strictly to the prescribed specifications, and were equal to any produced in the world, but now rails in the United States are only obtainable from one colossal concern, and are a continual menace to every passenger who rides over them.

This depreciation in quality is attributed to the introduction by the makers of cheaper and quicker methods of manufacture; to the fact that the ores of which the steel is being made contain a larger amount than formerly of an impurity

which cannot be removed by the present process (Bessemer), and because the manufacturers are using a portion of the steel ingot from which the rails are rolled, which was formerly rejected by the railroad engineers.

Expert railroad authorities claim that the broken rails are chiefly due to that portion of the ingot formerly rejected by them but which mills now incorporate. They also claim that if this portion of the ingot were cropped and rejected it would be possible, in spite of the depreciated quality of the ores used, to roll a rail which would stand fairly well up to the work.

On the other hand the manufacturers contend that were they to crop off the ingot as they were formerly forced to do by the railroad engineers, it would mean an immediate and very large reduction in their output, which, in view of the immense demand for rails, they are unwilling to reduce.

Readers will readily recognize how important it is that the steel rails with which our tracks are laid should be of the highest quality procurable. Already we note that the Board of Railway Commissioners for Canada and the railroad companies have decided to institute a special investigation, with a view to ascertaining the reasons for the number of broken rails during the past winter and to guard as far as possible against danger in the future. Since the commencement of November there have been six large wrecks, resulting in loss of life in every case, which were directly due to broken rails. Numerous other accidents have occurred without fatalities or injury to passengers, but it is not known how many of these were due to defective rails. In this connection it may be pointed out that the rails used in Canada are not all purchased from the United States Steel Corporation.

Canadian made rails have given excellent satisfaction and the Railway Commissioners record no complaints regarding such product now being made in this country. It is understood that the Commission are considering the advisability of appointing inspectors of rails, whose duty it will be to watch every rail as it is rolled and see that each comes up to the specifications. In this way they intend as far as possible to minimize the danger from defective rails.

Dealers Attention

WE desire to inform the implement trade of Western Canada that we are prepared to receive orders for windmills, gasoline engines, and wood or iron pumps.

Write us for full particulars.

Regina Windmill & Pump Co., Ltd.

REGINA, SASK.

IT HITS THE FARMERS

In our extensive advertising in farm papers, reaching millions of readers, we are emphasizing the "Ironclad" feature of New Moline Wagons.

The advertising is arousing widespread interest and adding greatly to the demand for the

NEW MOLINE

The Ironclad Wagon

The flood of inquiries pouring into our office every day proves the farmers wonderfully responsive to the "Ironclad" argument. We turn all these inquiries over to Moline dealers.

Already our new book for farmers—"How the New Moline Wagon is made Ironclad"—is in the second edition.

Dealers in Moline Wagons are feeling the power of the advertising.

Their volume of sales is increasing rapidly.

Get the agency for Ironclad Wagons and share in the benefits from the largest and most successful advertising campaign in the history of the wagon industry.

Our 1906-7 Catalogue—the handsomest, most complete and interesting Wagon Catalogue ever printed—is now ready. Send for a copy.

MANUFACTURERS:

MOLINE WAGON COMPANY

MOLINE, Established 1854. ILLINOIS

GENERAL AGENTS:

THE FAIRCHILD COMPANY, Ltd.

WINNIPEG

REGINA

CALGARY



TO IMPLEMENT and HARDWARE DEALERS.

If you want a line of Goods that will please your CUSTOMERS

SELL

CATER'S PUMPS
STAR WINDMILLS
GASOLINE ENGINES
STAR SWINGS

Write for Catalogue and Contract.

BRANDON PUMP & WINDMILL WORKS
Box 410
BRANDON, MAN.

CROWN



WELL DRILLS

We make drills for every purpose; water, oil, gas, mineral prospecting, blast holes, soundings, elevator shafts, air shafts for mines, concrete piling, testing for fireclay, iron ore and phosphates. Simple, powerful, efficient. Any man can operate them. Tell us what you want to do. We will send the right catalog. All sorts of Drilling and Fishing Tools.

Crown Drilling Machine Co.
AKRON - OHIO

Agents for Canada:

A. R. Williams Machinery Co., LIMITED.

Toronto,

Winnipeg,

Vancouver

WILLIAMS & WILSON, Montreal.

BRADSTREET'S

Established 1849 Capital and Surplus \$1,500,000

Offices throughout the civilized world.

Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

The Margin of Profit is made by

FAST, CLEAN WORK

the kind of work done by

AMERICAN-ABELL THRESHING MACHINERY.



Toronto Combination Separator with A. A. Feeder and A. A. Wind-stacker attached.

ENGINES

Portable and Traction, Simple or Compound.

SEPARATORS,

Feeders,

Wind Stackers

Weighers,

Water Tanks,

Tank Trucks,

Headlights,

Lift Jacks,

Canvas Covers,

Belts and Belting.

AMERICAN-ABELL ENGINE AND THRESHER COMPANY, LIMITED

TORONTO, ONT.

WINNIPEG, MAN.

REGINA, SASK.

Were It Otherwise We would Tell You.

How time flies! As we increase in age how much more fully we realize it. Ten years is a long time in the life of a man, yet how rapidly it passes by. As in the case of an individual so in that of a country. Decades record changes undreamed of at their commencements. Consider our own great West. A few seasons have witnessed the complete transformation of our magnificent prairies. Where there was nothing but bare, unbroken land a few short years ago towns have sprung up and are coming into existence at a rate that makes the latest map of to-day practically useless a few months hence.

This is the story, in a nut-shell, of all great Wests and such will be the story of our own land until the end of the chapter. Other Wests have advanced well towards their development—we stand on the threshold of ours. Others have had their years of prosperity and of adversity and Western Canada, while having experienced both, is prepared to meet either, and whether on the turbulent waters of adversity or the calmer seas of prosperity is destined to make progress.

In every phase of our development we must depend upon our vast agricultural resources. This is the bed-rock of our national greatness and from this we build upwards. Beyond all question we have splendid areas of most valuable timber, excellent mineral de-

posits of many kinds, and many other precious things within our confines, but now and for ever agriculture, in all its various forms, will remain the staple industry of our people.

For this reason Canada West offers an unparalleled field for the manufacturer of agricultural implements, machinery and vehicles. With the increasing influx of immigration that is taking place from year to year, with the thousands of homesteads that are being taken up every season, with the tremendous acreage of land that is continually being added to our cultivated areas, the prospects are of the most brilliant and satisfying nature.

Despite this outlook some were inclined to be discouraged at the very backwardness of spring. At this writing all fears have vanished. The last three weeks have been working wonders. Soaking rains are reported from all over the West and the crop is said to be coming along nicely. Decreased acreage in wheat is admitted in some sections and increased claimed in others. More oats and barley will go in this year than heretofore.

There is a spirit of optimism abroad. People remember the abundant crops of the last five or six years, and rejoice accordingly. Let us all remember, when we are inclined to be down hearted regarding conditions, that the law of compensation prevails in the agricultural world as well as in any other, consequently every country has its periods of depression as well as its seasons of great prosperity.

From present indications Western Canada will yield another profitable crop during 1907. Were it otherwise we would tell you.

Conditions Warrant Settlements.

There are very few, if any, implement dealers in this country who know what it feels like to conduct a strictly cash business. The particular trade in which they are engaged does not readily lend itself to the operation of business on this principle; and especially is this true in a new country where so many are locating who have not the ready cash for the bare necessities of life, let alone anything else. Hence credit is one of the most important factors in the development of Western Canada.

While the credit system has its uses, unless it is very carefully looked after, it has its abuses. These the creditor must always be ready to guard against. In the implement business it is imperative that the closest possible attention be given to this matter. If credits are allowed to take care of themselves the chances are the business of the creditor will become demoralized and later end in bankruptcy. Evidences in proof of this are to be seen on every hand.

During times of great prosperity, such as we have enjoyed the past few years, there is no reason why dealers or merchants should carry accounts for farmers or others, living in the older settled districts, for long periods of time. In any district where farmers have harvested large, profitable crops for a number of years in succession there is no reason why such farmers should owe large amounts to their creditors. In cases of this kind we believe the dealer is perfectly jus-

tified in assessing high rates of interest and demanding payment of his accounts.

In times of adversity, or among farmers in very new sections, the conditions are materially different. Then many farmers require help to get on their feet. In their efforts the development and progress of a country lies; hence in times of trouble those who can must lend them aid. When we say lend aid we do not advocate that dealers should grant indiscriminate credits. Only the safe and sure pays, not the dead beats or sharpers, should be carried and every dealer must be guided by his own experience along this line.

It is just as bad for a country to have over-abundance of credit as to have too little of it. Long credits are undesirable, unprofitable and unfailing as a source of continual trouble. When a farmer's note has come to maturity and he desires to renew or get an extension on it we believe that every dealer is perfectly justified and should get an increased rate of percentage on the additional time carried. However, we also believe that a substantial payment on account before granting extension and increased interest on the balance is the more satisfactory method and should be used by every careful, conservative man of business.

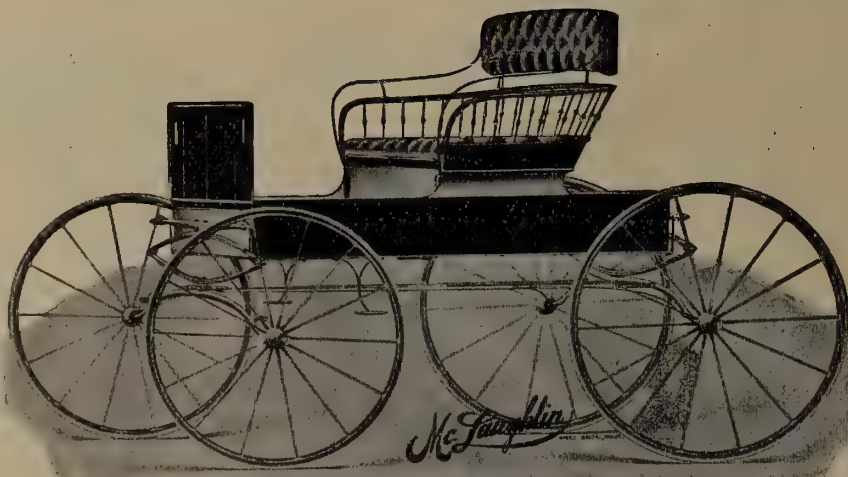
This season farmers should be in a position to clear up all old paper, some of which is growing grey with age. Dealers should insist on the settlement of all outstanding indebtedness, and should strain every energy towards cleaning up all such accounts. Conditions warrant settlements. There is need for attention in connection with this important feature of the trade.

McLAUGHLIN CARRIAGES

ARE BUILT IN

A large stock for sorting
trade carried at

WINNIPEG,
REGINA,
CALGARY.



138 STYLES

IF you want satisfied
Customers sell

McLAUGHLIN
ONE-GRADE
CARRIAGES.

McLAUGHLIN CARRIAGE CO., LIMITED,

WINNIPEG.

Factory; OSHAWA, ONT.

Write for our latest Catalogue.

Brandon.

Mr. D. H. Watson, of the Brandon Machine Co., was on a trip to Winnipeg recently.

Mr. D. Caradice, of the implement firm of Caradice & Cox, Douglas, Man., was in the city on business recently.

Mr. C. H. Whitaker, Manager of the Manitoba Branch of the Massey-Harris Co., was in the Wheat City on business recently.

Mr. James Shirriff, formerly a well-known implement man of this city is now engaged in farming at Arden, Man. He recently removed his family there.

Mr. E. Nellmore, of Haug Bros., & Nellmore, of Winnipeg, passed through the Wheat City during the past month on a visit to South-Western Manitoba.

Mr. Thos. Cull, of the Collections' Department of the Cockshutt Plow Co., was in the city recently on his way to Arcola and other points along that line.

Mr. J. A. Gaunt, representative for the Cascaden-Vaughan Co., of Waterloo, Iowa, was in the city recently in connection with interests affecting the Winnieshiek separator made by his company.

Mr. Thos. Bell, of the Robert Bell E. & T. Co., Winnipeg, was here for a couple of days recently. Mr. W. J. Papst, traveller for the same firm was also seen here not long ago.

Mr. W. W. Moorby, of Melita, Man., was in Brandon during May. His visit was not made this time in connection with anything affecting the implement trade, but for the purpose of taking unto himself a wife. He has our sincere congratulations.

During the month of May Mr. Morrow, Publicity Agent for Brandon, skipped out with the funds of the 20,000 Club as well as several other moneys secured from business men of the city. On the evening previous to his departure Mr. Morrow, who is certainly a versatile genius, took part in an entertainment at which most of the city's merchants were in attendance. He sang two songs, so we are told, one entitled "I'm the Green Goods Man," and the other "Good-bye, Hiram, We are Sad to See You Go." Quite to the point, was it not?

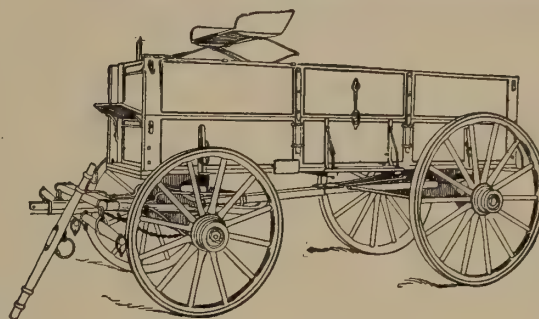
Can You?

The Sawyer-Massey Co., of Winnipeg, have a number of second-hand threshing outfits distributed throughout the prairie provinces. These they desire to

dispose of and in order to do so are quoting them at exceptionally low figures. Any who desire such an outfit or can place one, or more, should write this concern, describing their wants and requesting full particulars. Mention this paper and oblige us.

THE JACKSON WAGON

Best and most improved wagon in Canada



Your attention is called to
NINE POINTS ONLY

Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1½ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Has all the points of its competitors, and many special improvements not found on any other wagon made in Canada.

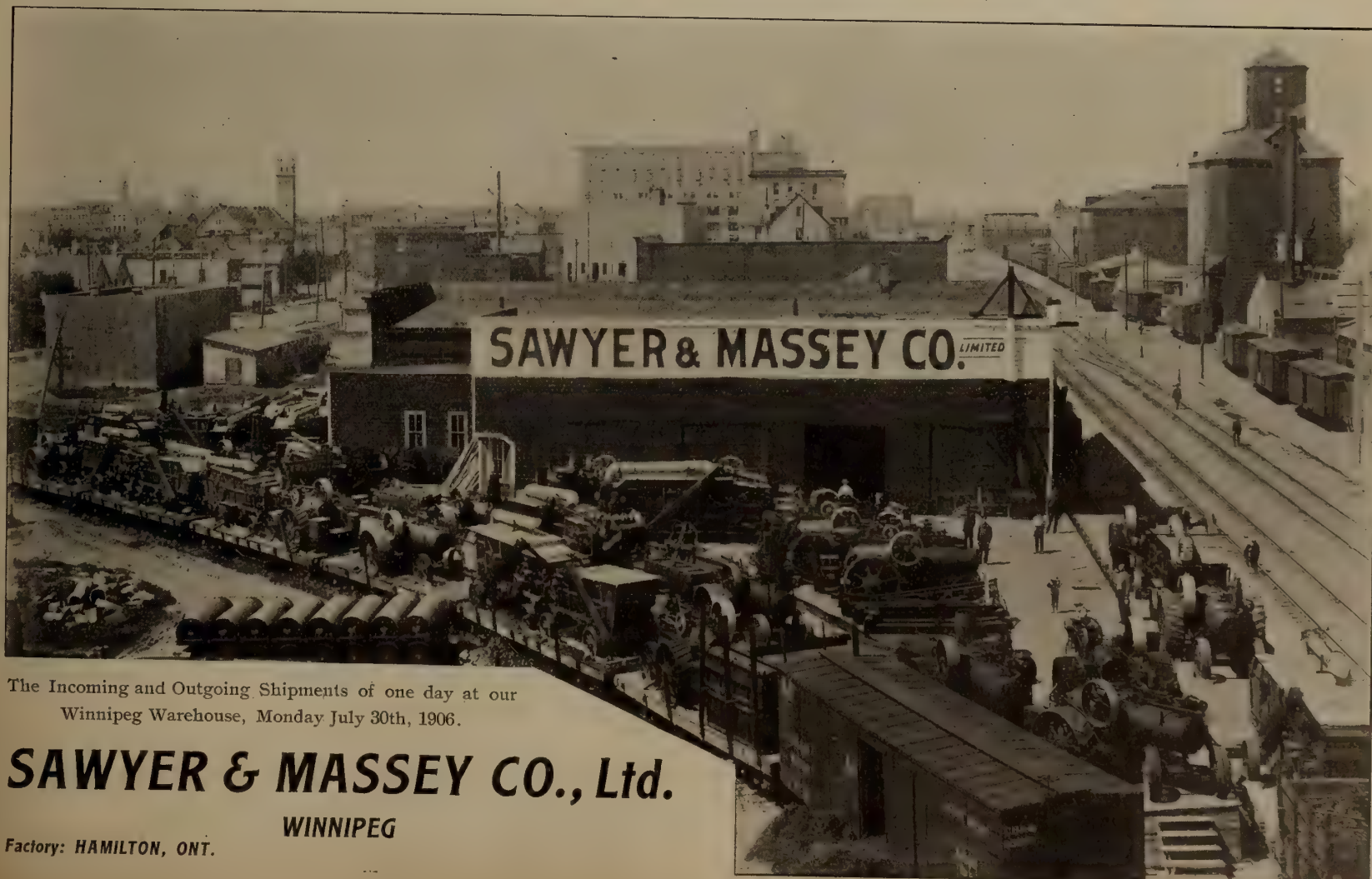
Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Jackson Wagon Co., Limited, St. George, Ont.

Western Selling Agents

JOSEPH MAW & CO., LIMITED, WINNIPEG.

Record Shipments of Canadian Made Goods.

The Incoming and Outgoing Shipments of one day at our
Winnipeg Warehouse, Monday July 30th, 1906.

SAWYER & MASSEY CO., Ltd.

WINNIPEG

Factory: HAMILTON, ONT.

In Favor of an Association.

S—, Sask., May 24th, 1907.
Editor,

"Canadian Farm Implements."
Dear Sir;

I have been taking your paper since you commenced publication and have frequently noticed articles in it in connection with the formation of dealers' associations and the organization of local clubs among members of the trade. I have closely followed what you have had to say concerning these matters with much interest; in the first place because I have been a dealer and a member of such a body in the South and because I strongly approve of co-operative efforts among those carrying on such a business as that in which we are engaged.

This age is one of associations. Years ago few business men ever thought of meeting to discuss the questions affecting their particular interests. Salesmanship, business getting, or whatever you may choose to call it, had not then reached that high plane of perfection by which it is marked to-day. Competitors were hostile to one another and no opportunity was ever

missed to "knock" the business of the "other fellow."

The development of the business man's club, retail dealers' associations and manufacturers' organizations, have all tended to curtail and eliminate such conditions in present day business life. It is because of this that I stand so strictly in favor of the formation of a dealers' association for Western Canada, and the organization of local clubs among dealers throughout the country.

The first necessity for such an organization is protection. All other classes organize. Why should the dealers handling implements and vehicles not get together and do likewise? As you have stated in past issues the chief reason why dealers in this country do not show any alacrity towards this end is simply the fact that conditions in this territory have been such to warrant plenty of business for all and there is not that keen, steady competition that prevails among competitors in older countries.

There are many questions that might be taken up by a dealers' association. Many benefits might be secured in connection with al-

most all matters that affect the interests of the dealer if there was a good, strong, active organization formed that had the support of all members engaged in the trade. For example such an organization might take up the matter of mutual fire insurance. I understand that this was attempted by a former association, which I am told is now defunct, but from what I can learn, I think had that organization been thoroughly organized and the scheme of mutual fire insurance energetically pushed, it would have been a success. Insurance on warehouses and stocks in this country at the present time are very high and a dealers' mutual insurance company could undoubtedly carry risks at a considerably lower cost. This is just one line that might be taken up and I merely mention it in passing as an excellent illustration of what might be accomplished.

I believe dealers in Western Canada would find an association to their advantage, and I should be glad to assist in either renewing the old organization or forming a new. I have simply written this letter in order to encourage opinions from other dealers, as you recently stated in your columns you were desirous of hearing from members of the implement fraternity on all matters pertinent to the trade. I think a dealers' association would be a good thing for the West. What do some of your other readers think about it?

Western Dealer.

Editor's note:—Our correspondent very ably voices our own views in relation to the topic upon which he writes. Like him we desire to hear what other dealers have to say concerning it and accordingly open our columns to expressions of opinion from our other readers

Factory Destroyed by Fire.

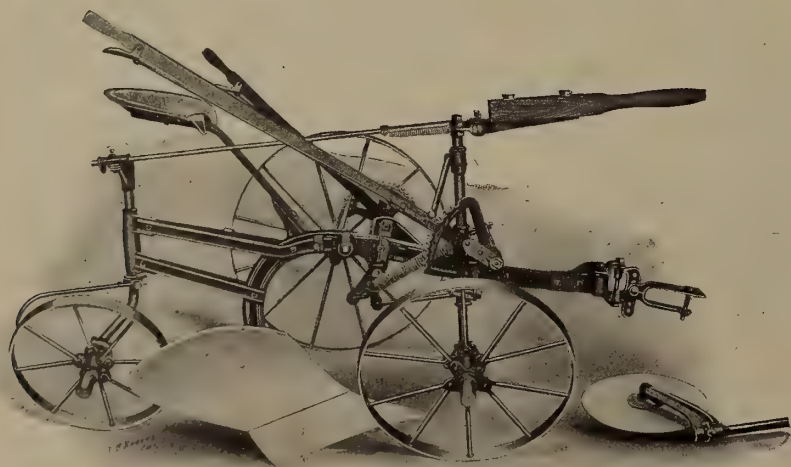
On May 20th, the large new factory of the London Fence, Ltd., at Portage la Prairie, Man., was completely gutted by fire and a large portion of its contents destroyed. The origin of the blaze is not known. The total loss is estimated at between \$60,000 and \$70,000, with about \$45,000 worth of insurance on the building and equipment.

The company was organized something over a year ago and their factory was only finished last fall. Mr. A. E. Hinds, manager of the company is stated to have said in an interview that as soon as the losses were adjusted it was altogether likely that new factories would be erected and the business continued. The location occupied by this firm was one of the most desirable in the "plains" town, being right between the Canadian Pacific and Canadian Northern tracks. The factory equipment was of the very latest pattern and it is understood the products of the company were finding a ready market. While there will be considerable delay as a result of the conflagration it is altogether likely that this concern will be able to make arrangements with their Eastern connection, the London Fence Machine Co., of London, Ont., to take care of all orders on hand and, very likely, others that may be entrusted to them.

Get a Copy Now.

The Robert Bell Engine & Thresher Co., with factories at Seaforth, Ont., and Western headquarters in Winnipeg, sent us a copy of their recently issued 1007 catalogue a few days ago. This is well printed and attractively illustrated, and should be filed with every dealer's other lists. This concern report a very prosperous year during 1906. The demand for Bell engines was the greatest in their history and the Imperial separator forged its way into the very front rank, though on the market but a very short time. Any desiring information regarding traction, portable and stationary engines, locomotive and stationary boilers, separators, windstackers, feeders and attachments, saw mill machinery, belting and supplies of all kinds for the mill and the thresherman, should address this company. Mention Canadian Farm Implements when writing.

NEW ECLIPSE PLOWS



"The Perfection of all Riding Plows."

The "New Ideal" is just what its name implies—Ideal in a frameless sulky. Simplicity in itself—not one superfluous part.

Strong in every detail. Extra heavy beam, thoroughly braced.

Finish—the best. Write us for full particulars.

Made by

Fuller & Johnson Mfg Co.

Madison, Wis.

The STEWART-NELSON CO. Limited,

General Agents, WINNIPEG.

HONEYMAN, HAULTAIN & CO.

STORAGE AND TRANSFER

Wholesale Commission Merchants

P. O. Box 372. REGINA, SASK.

*Central
Business College*

WINNIPEG, MAN.

Write for Catalogue.

Will Manufacture Automobiles.

Last year something over half a million dollars were spent by Canadians in the purchase of automobiles of foreign manufacture. This fact has resulted in the decision of the McLaughlin Carriage Co., of Oshawa, Ont., to engage in the manufacture of these machines. For this purpose they are now erecting a large wing to their present extensive plant, and will conduct this business entirely separate and distinct from their carriage and cutter trade. In addition to making automobiles for pleasure they will take up the production of commercial cars, a line that is fast coming into favor in large cities for delivery work. It is the intention of the McLaughlin people to turn out cars of the very highest class, to compete with the leading foreign makers, and to give Canadians cars bearing our national trade mark, "Made in Canada." In a recent circular sent out by them we note they say: "It is scarcely necessary to add that we hope many agents will be able to add materially to their profits by disposing of a reasonable number of automobiles." There is an excellent profit for the dealer in every machine sold. They report an unexcelled trade in cutters during the past winter.

Increasing Trade Demands Larger Buildings.

In order to take care of their growing trade the Emerson Manufacturing Co., of Rockford, Ill., manufacturers of the famous Emerson Foot-lift Line of farm implements, who are represented in Western Canada by Tudhope, An-

derson & Co., of this city, have decided to make larger additions to their various factory buildings. The blacksmith shop will be increased 80 x 144 feet, one story; the plow shops 96 x 105, one story; the warehouse 115 x 175 feet, three stories, and the assembly room 126 x 136 feet, three stories. When completed this will give the company an additional 140,000 square feet of floor space. In order to provide for further expansion this concern recently purchased an adjoining tract of land containing nine acres.

The Reason Why.

"They talk about their goods, and they sell them." In the foregoing assertion lies the fundamental principle that has made the mail order system of business the success it is. The catalogue houses of the present day almost entirely depend on their publicity campaigns and utilizes every possible means for the dissemination of information concerning the goods they handle. In other words "they talk about their goods, and they sell them."

Just a short time ago we came across a paragraph in a publication devoted to the interests of mail order companies that clearly and forcibly defines the situation. It says:

"We all know people who send out of town for things they could just as well buy at home if they just happen to have someone call their attention to them. The

goods were right there to be had for the asking. That's about the only reason why mail order men are prosperous. They talk about their goods, and they sell them."

This paragraph gives us the real cause of the success of the mail order houses. True, many other things enter in to promote this condition but without advertising catalogue house business would be an utter impossibility. The same policy as is pursued by the firms doing business by mail is open to every retailer in the country, with many advantages in favor of the latter.

As one writer says: "Mail order competition is not a dangerous form of competition if the merchant has energy and brains, and goes after business in the same way as does the catalogue house." When the mail order firm appeals to buyers it can only do so in a general way, while the retailer, with his intimate knowledge of conditions and individuals in his district, can "talk" to each section of his community. The dealer has the great advantage of being able to come in contact personally with each of the customers in his locality, a thing those operating catalogue houses cannot attempt. No man in the retail business has cause to fear this kind of competition and if he talks about his goods he is bound to find a ready market for them.

LLOYD'S Handy Low Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

DEALERS: There are 250,000 farm wagons used in Manitoba, Saskatchewan and Alberta, all having the old, high spring seat. You can sell thousands of our seats to these people. Why not try it? There is money in it for you.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

WATERLOO THRESHERS AND ENGINES



Superior quality Engines 16 to 25 h. p. Heavy Gear Plowing Engines.

Separators "Champion" and "Manitoba Champion"—Sizes 33-42 to 40-62.



HEAD OFFICE AND FACTORY;
WATERLOO, ONTARIO, CANADA
BRANCH OFFICE AND WAREHOUSE:
WINNIPEG, MAN., AND REGINA, SASK.
Write for Catalog and mention this paper.

ADDRESS:

Waterloo Mfg Co., Limited

The Tiger Line.

Crammed from cover to cover with good things of interest to every individual having anything to do with threshing machinery, the catalogue of the Gaar-Scott Co., of Richmond, Ind., with Western branch houses at Winnipeg, Regina and Calgary, is one of the most complete and comprehensive it has been our pleasure to receive this year. In it the company have tried, by carefully worded descriptions and numerous illustrations prepared direct from photographs, to make plain the many meritorious features of the "Tiger" line of machinery. Beyond question they have succeeded and a close perusal of the text proves very interesting and instructive reading. There is a style about this catalogue and the excellent quality of paper upon which it is printed serves to bring out the many fine halftones to the very best advantage. Dealers may secure a copy of this list by addressing the nearest Western branch of the company and mentioning this paper.

The PETERS Double Cylinder FORCE PUMP

The Best Hand
Force
Pump
that
Money
Can
Buy

The most profitable to the dealer. The most satisfactory to the consumer. It's a pump that pleases everybody.

It has double the capacity of any other Pump because it has Two Cylinders. You save 50% labor and 50% wear on your pump.

There is no rod inside the pipe to obstruct the flow of water or cause friction.

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When In WINNIPEG don't fail to see this Pump

We want every Dealer to investigate.

MANUFACTURED BY

PETER'S PUMP CO. KEWANEE, ILL.

W. JOHNSTON & CO., Limited

General Agents: WINNIPEG

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.
Factories: St. Louis, New York.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

Against Reduced Fares.

The International Association of United States Manufacturers recently held their annual convention at New York. During this gathering this body went on record against the movement in favor of two cent per mile railroad fares at present being urged throughout the country. Already fifteen states have enacted laws providing for two cent fares. As an argument in opposition to this the manufacturers contend that the compulsory rate will cause the railroad companies to advance freights and argue that people can better afford to pay three cents a mile to ride than to pay excessive freights.

In other words, cheap passenger rates benefit a very small portion of the population while cheap freight rates benefit everybody.

A Dealer's Catalogue.

It is not often we are the recipients of catalogues from our friends of the retail trade, but when such do reach us they are appreciated and we are gratified to note those who get them bear us in memory, at least, sometimes. Just the other day we received a copy of a list issued by Mr. R. J. Armstrong, a well-known dealer of Saskatoon, Sask. This contains sixteen pages and a neat cover, upon the front of which appears a

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales have greatly increased.



THEY ARE

Light Running

Well Finished

Attractive in Appearance

AND MADE BY THOROUGHLY EXPERIENCED MECHANICS

Of the very best materials throughout every stick of which is perfectly air-dried.

OUR GUARANTEE IS BACK OF THEM.

WRITE US

The Fairchild Co., Ltd.

WINNIPEG

REGINA

CALGARY



Somersaulting in Motor Car to be seen at Winnipeg Exhibition, 1907.

half-tone of Mr. Armstrong's warehouse. This catalogue is illustrated throughout with numerous cuts of the various lines handled by this dealer, every illustration being accompanied by comprehensive and concise reading matter. We congratulate Mr. Armstrong and thank him for remembering us in his distribution.

This Takes the Candy.

For pure egotism the Legislature of Minnesota certainly takes the candy. Just before dissolution of the last session the House of Representatives for that State adopted a resolution which declared that "Minnesota is the centre of the universe around which revolves the sun, moon and stars and all other mighty planets; that she has the best soil and the best climate; that she has the noblest men and the handsomest women on earth or under the earth and that they are governed by the best laws and the most of them never enacted."

Well, well, well! What do you think about it?

Man's Life of Woe.

A man's life is full of crosses and temptations. He comes into the world without his consent and goes out against his will, and the trip between the two is exceedingly rocky.

The rule of contraries is one of the important features of his trip. When he is little the big girls kiss him, and when he is big the little girls kiss him.

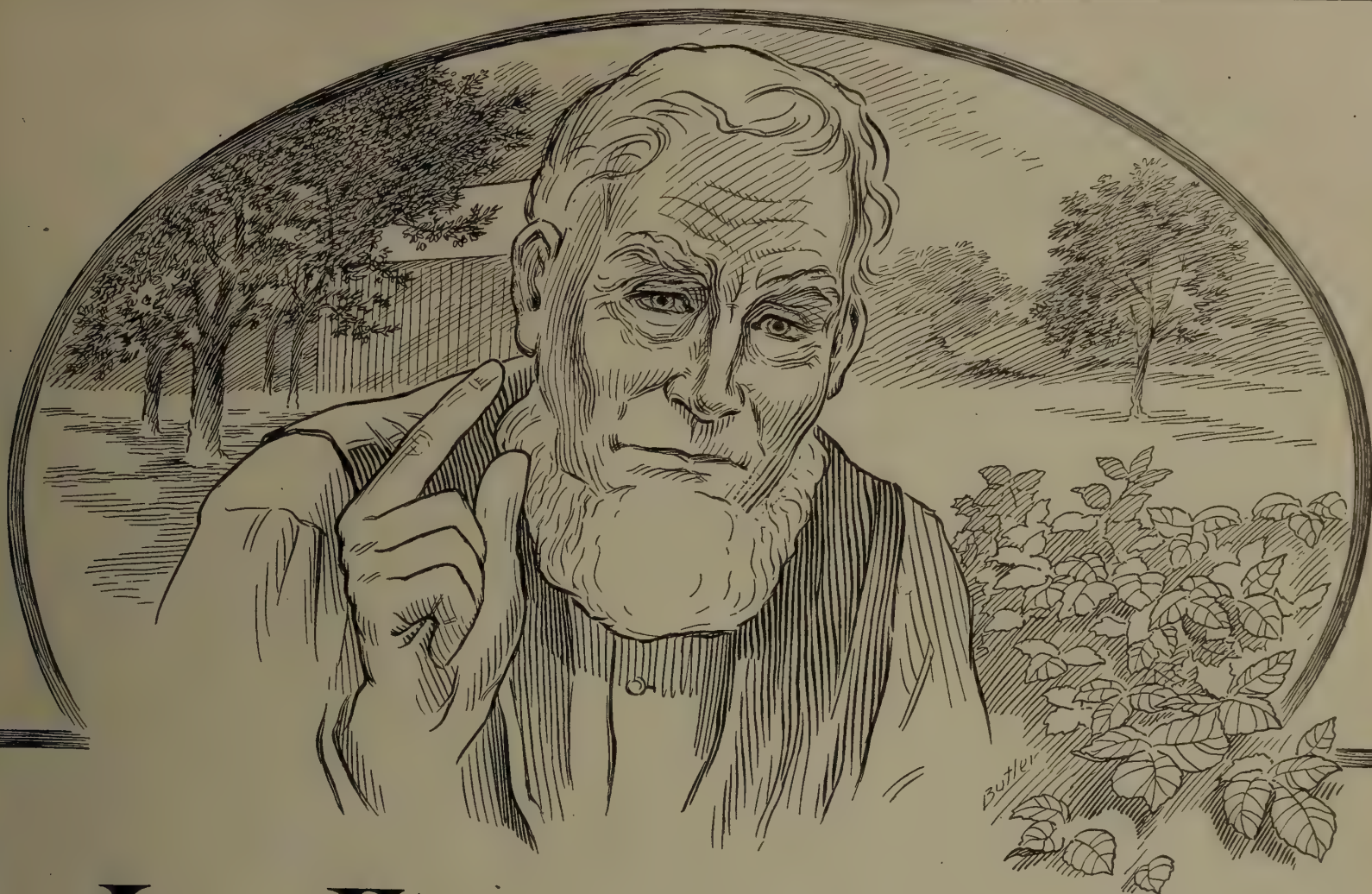
If he raises a large family he is a chump; if he raises a small check he is a thief.

If he is a poor man he is a bad manager; if he is rich he is dishonest; if he is in politics it's for pie; if he is out of politics you can't place him and he's no good to his country.

If he does not give to charity, he is stingy; if he does, it's for show.

If he dies young there's a great future before him; if he lives to a good old age he has missed his calling.

The road is rocky, but the man loves to travel it just the same.



In all my experience

I never knew a farmer to profit by the purchase of cheap binder twine. There is something more important than price—it's quality. My experience tells me that, after all, quality is the important consideration.

"Twine must not kink or break in the knotter; it must be uniform, not thick here and thin there; it must have throughout the entire length of the ball uniform and sufficient strength to bind every sheaf properly.

"When the farmer is in the field with his binder and everything arranged for a big day's work, he can't afford to stop on account of broken twine.

"And he doesn't want to look back and see sheaf after sheaf lying loose because the twine was not of the required strength.

"If a farmer ever bought an inferior twine it was because he was persuaded that it was cheaper than the binder twine made by the International Harvester Company. The best twine to be had at a reasonable price is the cheapest twine in the end.

"There can be no question but that the sisal, standard, manila and pure manila twines made by the International Harvester Company are the best twines to be had. They are sold throughout the Dominion under the Deering, McCormick and International brands, and always at a reasonable price."

On the question of price there are important things a farmer will keep in mind. One is length. Deering, McCormick and International twines by actual test run from 36 feet to 51 feet more to the pound than other twines.

Another is strength. The above mentioned twines, are, by actual tests, from 9 pounds to 14 pounds stronger on the average than other twines.

Farmers will soon be sending in their orders for binder twine.

Before they do, they will take into consideration the strength of different twines, their uniformity, and their length per pound. They will keep in mind the interruptions, loss of time, the annoyances, and the unbound bundles. Practical experience will tell them which binder twine it will pay to buy. Practical experience will likewise tell you which twine it will pay you to sell.

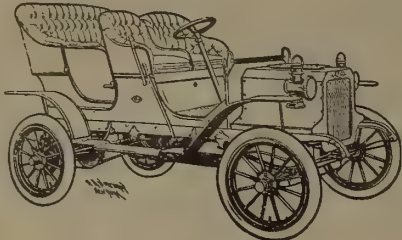
If interested in handling the best twine, write the nearest Branch House or see blockman relative to prices and terms.

WESTERN CANADIAN BRANCH HOUSES: WINNIPEG, Man.

CALGARY, Alta.

REGINA, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.



REO CARS

"Make good—
Ask an Owner."

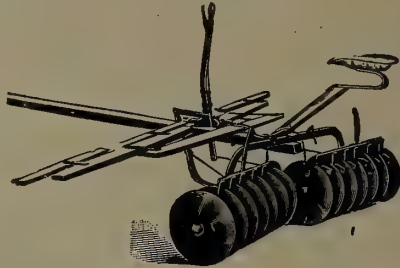
20 H.P. 5 Passengers
40 miles an hour

We have machines in Stock and can ship immediately.
Better pay a Dollar for what you get, than two Dollars
for what you expect.

The Bissell

The Disk that Farmers want

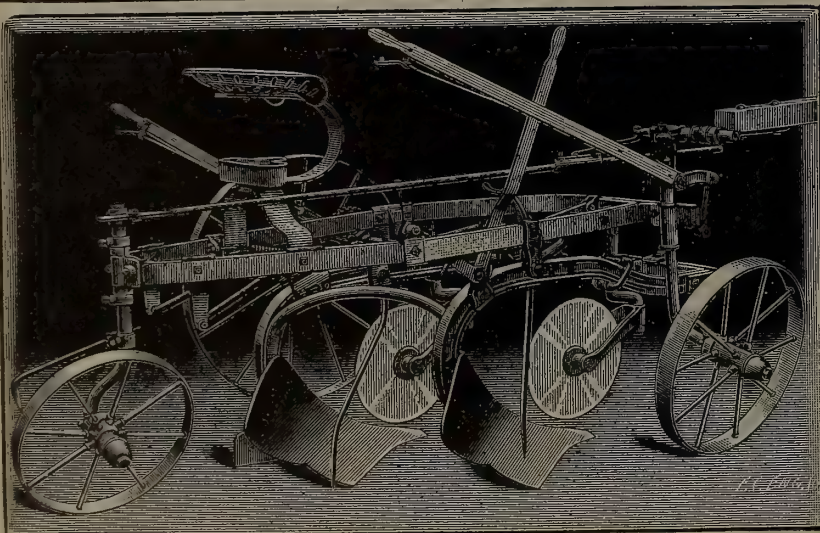
Some good features are: Correct
Balance (stays down at its work),
does not buckle, bind and hump
up in the center.



Brantford Carriages Olds & Franklin Automobiles
Maw-Hancock Disc Plows
Simplicity Gasoline Engines Empire Wood Pumps
WRITE FOR CATALOGUES.

JOSEPH MAW & CO. Limited

WINNIPEG



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to
demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes
with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for
controlling the rear wheel.

The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—
guaranteed to scour and will wear 50 per cent. longer than any other
plow. Why? Because the mouldboards are triple shin and the shares
are double shin.

J. THOMPSON & SONS MFG. CO. Beloit, Wis., U.S.A.

The Frost & Wood Company General Agents,
LIMITED.

WINNIPEG - - REGINA - - CALGARY

The Wilkinson Plough Co., Ltd.

Toronto, - - Ont.



The Great Western

Endless Apron

Manure Spreader

Lightest Draft

(THE WHEELS TRACK)

Endless Apron

(ALWAYS READY TO LOAD)

Perfect Pulverizing

(ALTERNATE BEATERS)

Our Catalogue tells of other points.

Write for it.

The Stewart-Nelson Co., Ltd.

GENERAL AGENTS,

Winnipeg

CANADIAN FARM IMPLEMENTS

VOL. VI, No. 1.

WINNIPEG, MAN., JULY, 1907.

Fifty Cents Per Year Single Copies
Postage Paid Anywhere. Five Cents.

UNION BANK OF CANADA.

Head Office: QUEBEC.



Union Bank Building, Winnipeg.

CAPITAL AUTHORIZED - \$4,000,000 CAPITAL PAID UP - \$3,000,000
RESERVE - \$1,500,000

Hon. John Sharples - President.
G. H. Balfour - General Manager.
WESTERN HEAD OFFICE STAFF:
H. B. Shaw - Superintendent.
F. W. S. Crispo - Inspector.
H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Altona, Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Nipawa, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg North End Br., Sargent Avenue Br. and Logan Avenue Br.

SASKATCHEWAN.—Arcola, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humboldt, Indian Head, Lemberg, Lumsden, Maple Creek, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, (Saskatoon Rosedale Br.), Sinitaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cowley, Edmonton, Ft. Saskatchewan, Frank, High River, Didsbury, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients. Winnipeg Branch—R. S. BARROW, Manager.



HORSE
SHOE
BRAND
REGISTERED
Trade
Mark

Any other Manufacturers in the Saddlery and Harness business in Canada using this Trade Mark, are liable to prosecution.

TO THE TRADE

THIS TRADE MARK THE **Horse Shoe Brand**

Will in future be found on the highest class Horse Collars, Harness and Saddlery made in Canada. This Trade Mark has been registered so that the public may know these goods, and can see the Trade Mark before purchasing. It is a guarantee that the best leather and workmanship are used in the article so stamped.

We have a complete stock of trunks, bags, suit cases, oil clothing, dusters, horse sheets, horse covers and turf goods.

Let us know your wants. We can ship promptly.

There is nothing else that is just as good. Get the HORSE SHOE BRAND and you have the BEST.

MANUFACTURED BY

The GREAT WEST SADDLERY CO., Limited.

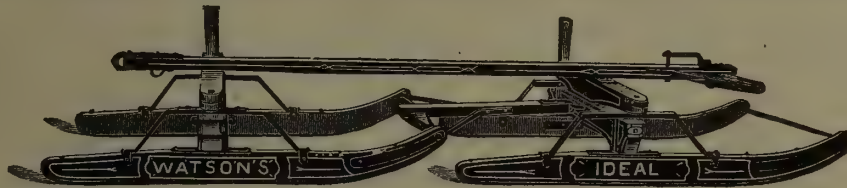
WINNIPEG

CALGARY

EDMONTON

We cordially invite you to call on us during Fair Week.

Inspect our Sleighs and know that they are the best.



Our Sleighs are equipped with our Patent Trussed Front Bench.

Watch for the perfect turn at the rear of our cast shoes.

They are made of select stock of perfect design and neatly finished.

Made in all sizes with both Steel and Cast Shoeing.

John Watson Mfg. Co.
LIMITED

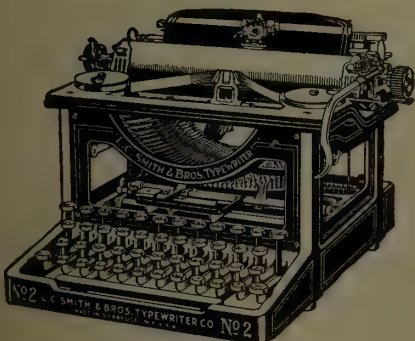
Write for Prices.

WINNIPEG

WRITING IN SIGHT.

L. G. SMITH & BROS.

TYPEWRITER



W. J. ARNOTT COMPANY
Sole Dealers for Western Canada.

We have a large stock of second-hand machines for sale or rent:—Remingtons, Smith Premiers, Underwoods, Olivers and Empires. These machines are all in good order, some as good as new.

WHEN IN AT THE FAIR CALL AND INSPECT OUR STOCK.

W. J. ARNOTT CO. WINNIPEG

Portage Avenue, Corner Fort Street



SAFE LOCK SHINGLES.

**GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS**

Building Materials of every description in
SHEET METAL

Tell us all about your requirements
and ask for our latest Catalog.

CLARE & BROCKEST

246 Princess Street, Winnipeg, Man.

"THE CHATHAM"

LINES HAVE MADE GOOD.

The Manson Campbell Co., Chatham, Ont.

MADE THEIR REPUTATION.

Now we want WESTERN DEALERS to share THE PROFITS of selling these well Established Lines.

SEE OUR GOODS AT THE FAIRS.

We have the goods at Winnipeg, Brandon, Regina, Moose Jaw, Calgary, Edmonton and North Battleford.



No. 2 New Chatham Fanning Mill.

Screens 33 inches wide.

Best oat from wheat separator in the market.

We Grant Exclusive Territory.
We do Extensive Advertising.
We Write a Liberal Contract.
We Pay Cash Commissions.

The Famous Chatham Fanning Mills.

We Guarantee to Separate Oats from Wheat, better and faster than any mill on the market. We put them out on **30 days' free trial with that guarantee.** Our Mills are sold on two years' time, one half Fall 1908, balance Fall 1909.

Reconstructed and latest Improved Mill is made in 3 Sizes.

No. 1.—Farm Mill—Screens 25 in. wide.

No. 2.—Farm Mill—Screens 33 in. wide.

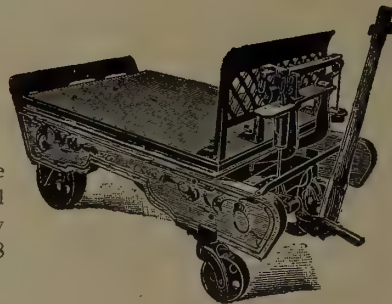
No. 3.—Power Mill—Screens 48 in. wide.

THE CHATHAM FARM SCALES

THE PORTABLE BARN SCALE

Capacity 2000 lbs.

Altogether different and better than any portable scale on the market. One Scale in a neighbourhood will sell a hundred. A Government Certificate with every scale. They are also sold on two years' time—Fall 1908 and 1909.



THE PITLESS HAY SCALE

Capacity 5 Tons

It is a Winner—It is portable. It sits all above the ground and only rises a few inches. Passed and approved by the Government Inspector. No ice or snow or frost will affect it in the least. No pit to dig—no rotten timbers—all steel construction.

The Price is right. Sold on time. Every good farmer can afford to buy one. This is a plum you cannot afford to miss.

THE MANSON CAMPBELL COMPANY

Chatham, Ont.

Brandon, Man.

Moose Jaw, Sask.

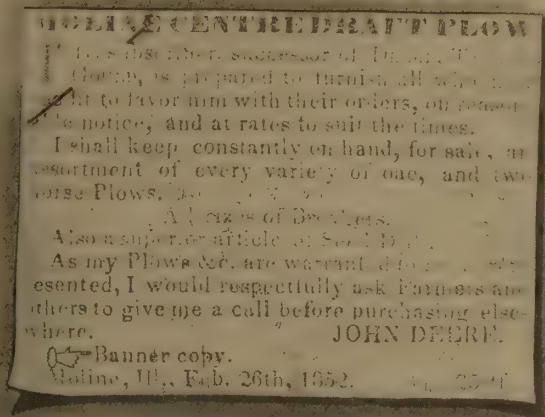
Calgary, Alta.

We have Branches and Warehouses at all these points.

WRITE TO-DAY.

John Deere Plows

Advertised in
1852



The little advertisement herewith reproduced by photographing, appeared in the Davenport, Iowa, U.S.A., Gazette 55-years ago.

John Deere plows have been advertised every day since that time.

All the benefits of 55 years of continuous advertising accrue to the profit of John Deere dealers.

Perhaps you never have considered the matter in exactly that light before, but think what it really means to you in dollars and cents to have the agency for a line of implements which are so well and so favorably known.

John Deere Plows

Known the world over in

1907

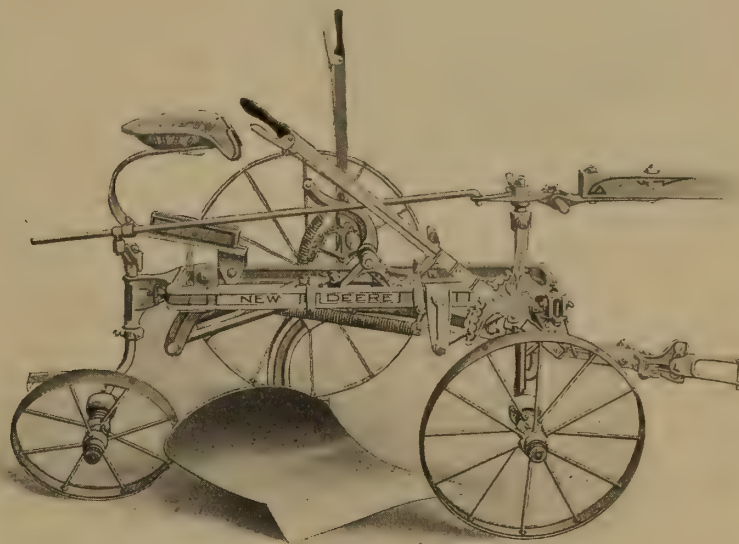
Correspondence is solicited from dealers who are firmly convinced that the surest way to build up a permanent and profitable plow trade is to become identified with the sale of goods "built on honor."

John Deere plows are not built to fit a price: they are built right (that is the only thought) and the price based on the cost of manufacture—afterward.

This policy has built up the largest steel plow trade in the world.

Without touching on details of construction, it is well to observe that John Deere plow bottoms are of special shape and designed with reference to light draft.

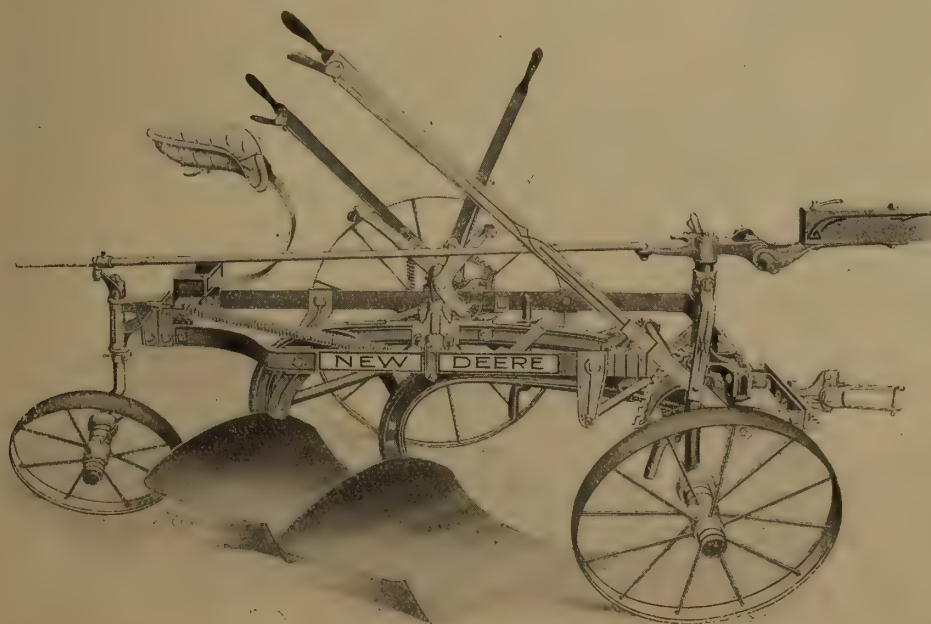
They are "narrow waisted" and the forward part of the bottom, from the share-point a third of the way back across the moldboard, is shaped to lift the ground like a thin wedge splits a log.



As 75% of the friction comes on this part of the bottom, these facts should have careful consideration.

New Deere Sulky and Gangs are the highest development of the plow making art, equipped with every appliance for the comfort and convenience of the operator, including foot-lift and lever for "landing" the plow without shifting the pole on the pole plate.

Write to us for details.



The Fairchild Co.,
Limited

WINNIPEG

REGINA

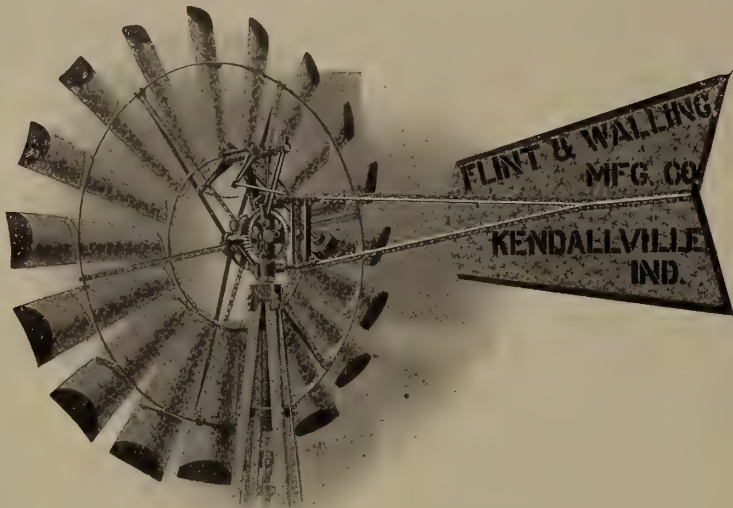
CALGARY

To sell a line of goods that will please the customer and build up a large and profitable business is the aim of every progressive dealer.

This can be secured by getting the agency for—

STAR WINDMILLS

a line that has stood the test in every civilized country of the world for many years and has proven perfectly reliable in every instance.



Star Steel Back Geared Windmill.

With ball bearings they are very light running and highly efficient. Thorough galvanizing after completion makes them durable. Every mechanical detail is absolutely correct. Self governing under all conditions. Windmill power is the most economical for pumping water and various other purposes.

We have a complete line of HOOSIER and FAST MAIL PUMPS especially adapted for the trade in Western Canada. Wood and Galvanized Steel Tanks, Pipe, Valves, Cylinders, Brass Goods, and everything in the line of water supply goods.

Write for catalogue and full information. We can interest you.

FLINT & WALLING MFG. CO. Dept. 12, Kendallville, Ind., U.S.A.

Brandon Pump and Windmill Works,

BOX 410

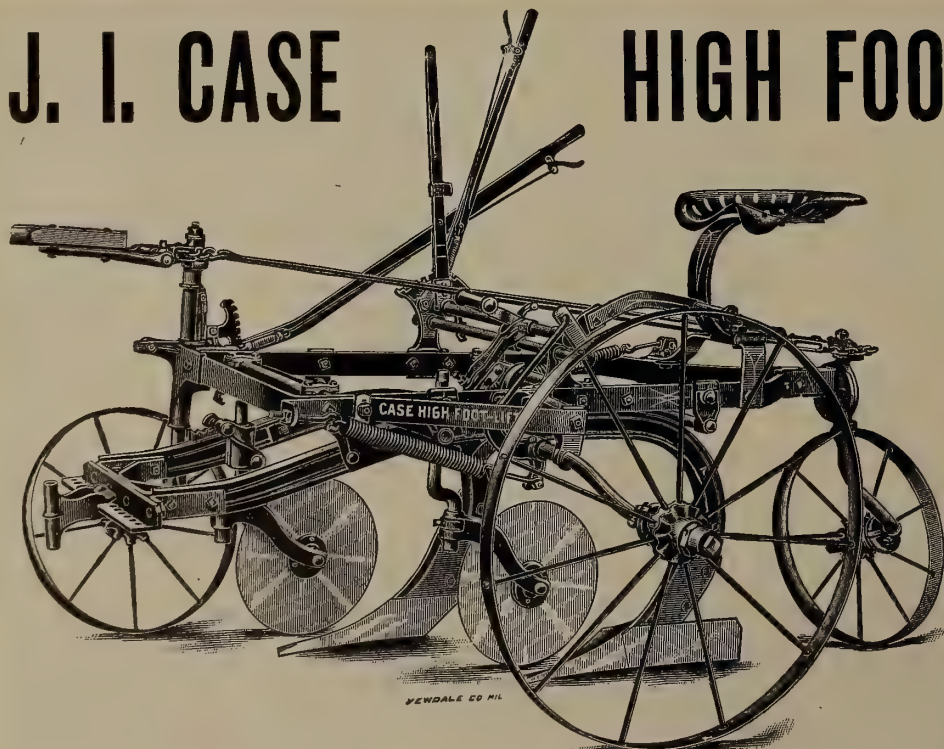
Agents for Western Canada

BRANDON, MAN.

Fast Mail Windmill Pump

J. I. CASE

HIGH FOOT-LIFT GANG PLOW



The J. I. Case is a **high lift** foot-lift gang, having, as is the custom with all J. I. Case Implements, distinctive features. An important one is the floating lever, which can be used to assist in lifting the bottoms out of the ground or in forcing them into hard ground.

Other gang plows have floating levers, but not like the J. I. Case. Our lever can be used to regulate depth. All other foot-lift plows are compelled to make the full stroke in order to lock the plow in.

With our device we can adjust the stroke to suit conditions—a mighty good point, as farmers know who have had trouble with breaking prairie with other makes of foot-lift gangs on account of not being able to plow shallow enough.

We desire to establish agencies in unoccupied territory for J. I. Case Walking Plows (both breaker and old ground), J. I. Case High Foot-Lift Sulky and Gang Plows, J. I. Case Spike Tooth and Disc Harrows. Ask for our proposition and catalogue No. 26. It will place you in position to do a profitable business. Write today—now.

J. I. CASE PLOW WORKS,

-

RACINE, WIS.

Going to WINNIPEG

JULY 13th--20th?

The Exhibition will be worth while coming a long way to see, and you should not miss the opportunity of attending it. It gives you a chance to study many things about machinery that otherwise you could not see.

The Frost and Wood Co., Limited invite you to come to their immense new warerooms, cor. Princess St., and Pacific Ave., to see the line of Farm Implements and Machinery they handle. It's an education to any man to visit such a place. If you run across any of your customers bring them along with you, because the man that uses the machine is the one that wants to know most about it. It's a nice chance for you to close some good sales, because we will give you all the aid we can.

Our line is known as the "Quality Line"

**BINDERS, MOWERS, RAKES, HAYLOADERS,
DRILLS, CULTIVATORS, MANURE SPREADERS
HARROWS, WAGONS, PLOWS of every
description.**

Don't forget the place.—Jot it down in your notebook, NOW.....Cor. Princess Street and Pacific Avenue.

THE
Frost & Wood Company
LIMITED

Winnipeg

Brandon

Regina

Calgary

**Brandon
Gasoline
Engines**

save

**Time
Labor
Expense**

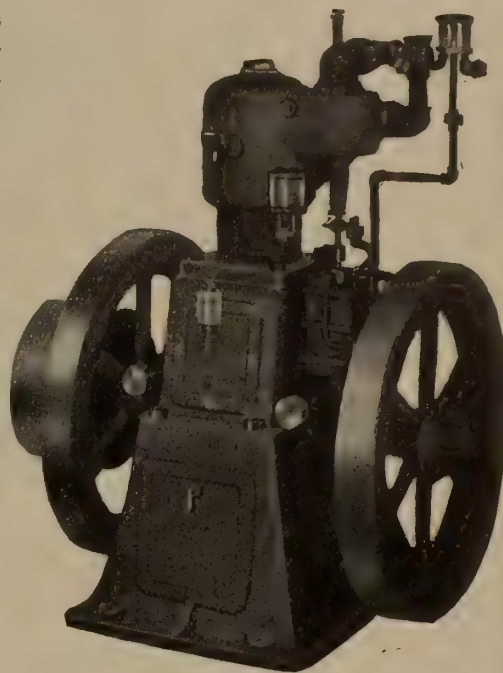
and are recognized as the standard for

Durability.

Efficiency.

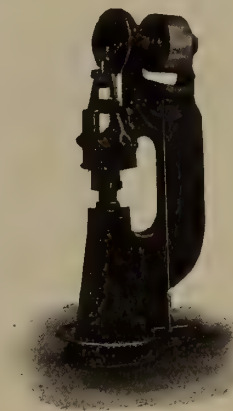
Reliability.

"Brandon" engines save the operator time by reducing amount of attention necessary to a minimum; save labor by always being ready for work and easily started, and save expense by their notable economy in full consumption. These three reasons make farmers demand "Brandon" engines, and, therefore make them a profitable line for the dealer to sell. There are other reasons. Ask us for them.



**Brandon
Trip
Hammers**

**are
Simple
Strong
Durable**



"Brandon" Trip Hammers have won a reputation for their Simplicity of Construction, Great Durability and Strength. They are compactly designed. Every Frame one solid casting. Friction clutch pulley drive. Speed and weight of blow instantly regulated by operator's foot. Tension spring cushions blow at upper and lower extremities of stroke. Ram of hammer may be raised or lowered immediately by operator, in order to admit metal of various sizes.

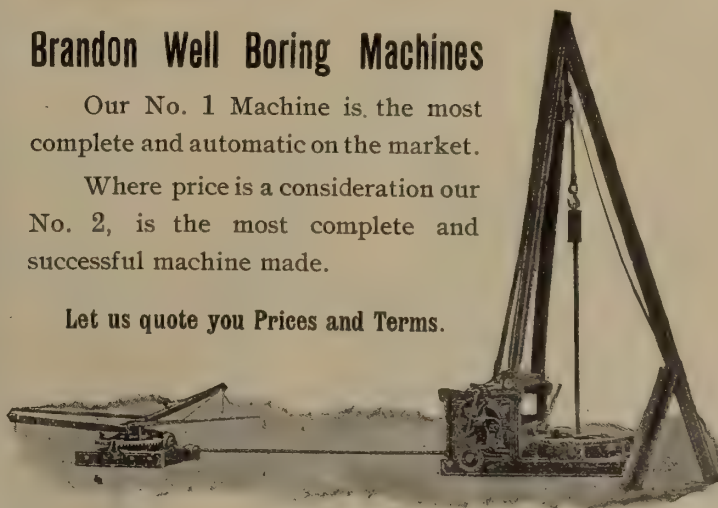
All dies best quality tool hardened steel Suitable for all classes of work, especially plow work. Special device for holding in place. Dies 3½ inches in length, the lower 2½ inches wide and the upper 1¾ inches. All styles of special dies made at reasonable cost. Every machine guaranteed. A money maker for the dealer. No blacksmith shop is complete without one.

Brandon Well Boring Machines

Our No. 1 Machine is, the most complete and automatic on the market.

Where price is a consideration our No. 2, is the most complete and successful machine made.

Let us quote you Prices and Terms.



**The Brandon Machine Works Co.,
LIMITED,
Brandon, - Manitoba.**

Fire!

Fire!

Protect
your
Property.

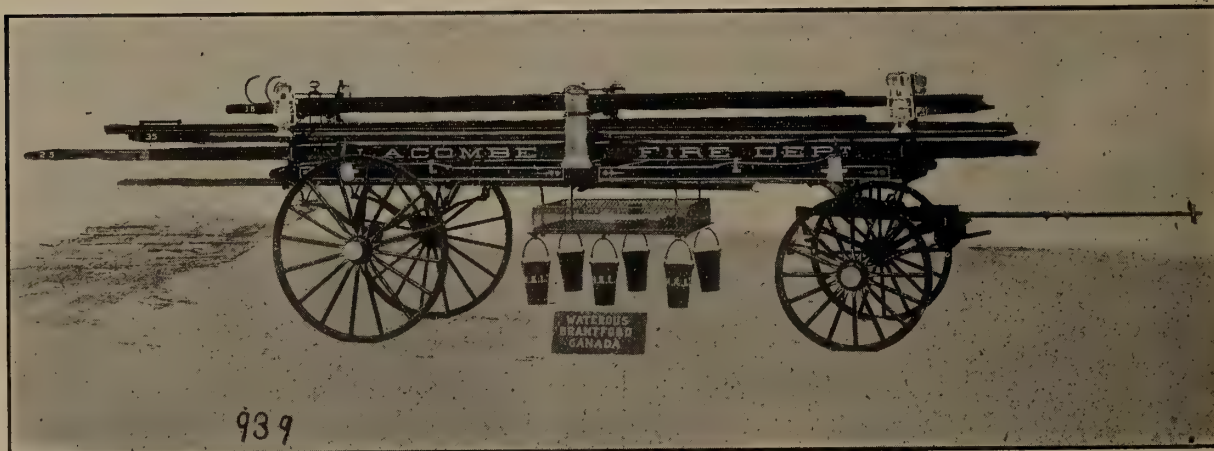
Citizens
insist
upon your
Council
purchasing
a
Waterous
Gasoline
Fire Engine.



M.F.D. BY
WATEROUS ENGINE WORKS CO.
WINNIPEG - CANADA.

The Waterous Gasoline Fire Engine.

Fire Hose
and
Fire
Department
Supplies.

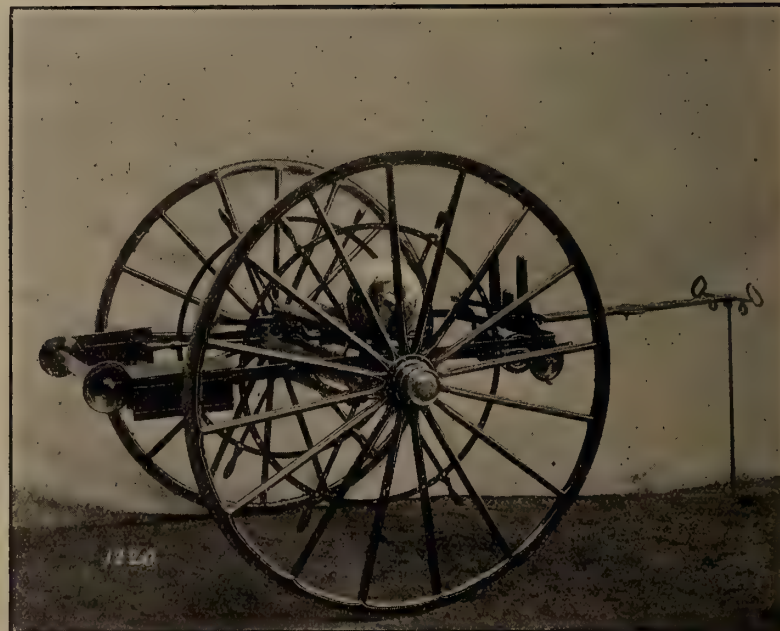


The
Waterous
No. 2½
Village
Hook
and
Ladder
Truck.



Fire Bells.

**Waterous
Engine
Works
Co., Ltd.
Winnipeg
Man.**



Waterous Hose Reel.

CANADIAN FARM IMPLEMENTS

Vol. VI, No. 1.

WINNIPEG, MAN., JULY, 1907.

SUBSCRIPTION PRICE } Per Copy, 5c.
Per Year, 50c

The Great West

By KERRY O'BYRNE

Hail to the world's greatest garner!
The Fair Canadian West,
Where the golden grain on the boundless plain
Heaves like an ocean's breast;
Star of the British Empire,
The haven for those who roam,
The refuge for stranger exile,
Who seeks for a friend and home.
This brightest gem of the Occident
Has ceased to be but a dream,
As to East, to West, to North, to South,
She empties her golden stream.
Food for the great world's millions
She pours from her fertile breast;
This land with a mighty future,
The fair Canadian West.
And, hark! 'tis but beginning,
Like the tread of an army's van
Before the thunderous marching tramp
Of thousands shake the land;
Or like the low deep murmur
Of a million tongues suppressed;
Or the far-off roar of the "avalanche"
That sweeps from the Rockies' crest.
Remotest lands shall hear her tread,
The Dominion's pride she'll be,
When her commerce rolls to its foreign goals,
O'er the waves of each mighty sea.

Improvements at the Fair.

Soon again the city will be thronged with visitors from outside points, here to enjoy the pleasures of the Winnipeg Industrial Exhibition. The Fair this year opens on July 13th, continuing until the 20th. Out at the grounds preparations are being made for taking care of a larger crowd than ever before, and improvements are being made in almost every department. This will be a source of delight to even the regular visitant.

Some changes are being made in connection with the entrances, whereby the number of turnstiles will be increased four-fold, while the carriage gateway will be enlarged to double its present size. Last year a new block roadway was laid which was a vast improvement on the old order of things. We understand that this is being extended this season and that many old sidewalks are being torn up and wider walks laid. The gardeners are at present busily engaged in preparing the flower plots and when opening day rolls around the grounds will be spotted with many varieties of blooming plants.

And the attention of the officials is not alone confined to the improvement of the grounds. The buildings are being fixed up and new and more modern arrangements are being installed for the convenience of visitors. For example, in the matter of exhibits of wheat the Association is putting in bins with glass fronts so that the entire exhibit will be visible. Some needed changes in the various show rings are being looked after and it

is stated that a new departure will be made this season by which harness and saddle horses will be shown in front of the grand stand.

The school exhibits, ladies' work and art department will of exceptional interest this fair.

The grain exhibit will be in a building devoted to that department alone and the competition for the greatest wheat prizes in the world, ranging from \$200, will be the keenest in the history of the exhibition.

From all accounts the exhibit of

of acrobats appearing for the first time in Canada. A sensational number of the attractions is the double somersaulting by a lady in an automobile in full flight in mid-air. Musical features are not being overlooked and will be as pleasing and entertaining as in the past.

Indications point to some splendid horse racing this year. The racing committee have put up considerably larger inducements for owners of fast horses than in the past and it is felt this should be

Purse. On the 17th, Wednesday, 2.03 pace (class race); the 2.25 trot (stake); the 3.00 trot; the 6 furlong dash and the 1 mile dash (selling) will be the programme. On Thursday, July 18th, the following is the list for the day: 2.15 pace (stake); 2.25 pace (stake); 5 furlong dash (selling); Hunt Club Race and Gentlemen's Road Race, while on Friday, July 19th, the closing day of the meet, the 2.08 pace (stake); Free-for-All Trot (class race); 2.30 pace (class race); 6 furlong dash and 5 furlong dash will be the features. In this programme there should be much to attract the lover of speedy horses and the bulky purses in each race should be sufficient to draw out large entries of the fastest animals as well as big crowds of interested spectators.

Undoubtedly many dealers compelled to abandon their visit to the city at Bonspiel time on account of the unfavorable weather and a demoralized transportation service, will take advantage of the reduced railway rates to visit Winnipeg during the Fair. They will receive a hearty welcome from the trade generally. Every dealer who has the opportunity should come in. The change will be beneficial and he will go back to his duties with renewed optimism and courage.

Support your local paper with a liberal amount of advertising. It will pay you and encourage the publisher to greater efforts on behalf both of yourself and your town.

The Days of the Exhibition

Saturday, July 13th	- - Ladies' Day.
Monday, " 15th	- Childrens' Day.
Tuesday, " 16th	- Citizens' Day.
Wednesday, " 17th	- Farmers' Day.
Thursday, " 18th	- Americans' Day.
Friday, " 19th	- Travellers' and Societies' Day.

threshing machinery and accessory lines is likely to be one of the finest ever seen here; even at this home of magnificent displays of this kind.

The attractions part of the exhibition is to receive special attention this year. Mr. Joseph Maw, of Joseph Maw & Co., is chairman of the committee having this matter in hand, and he promises something more than usually interesting. Among the acrobatic and gymnastic numbers will be features such as the Bedouin Arab troupe

one of the greatest drawing attractions of the exhibition. On Saturday, July 13th, members of the Winnipeg Driving Club will hold a series of speed contests for pacers and trotters, and the half-mile and mile boys' pony race will be pulled off. On Monday, July 15th, the three-minute pace: 2.20 pace (stake); 1 mile run, (Ladies' Plate) and 4½ furlong dash will be held. Tuesday, July 16th, will witness the 2.40 pace (stake); 2.12 pace (class race); 5 furlong dash and 1¼ mile dash for Citizens'

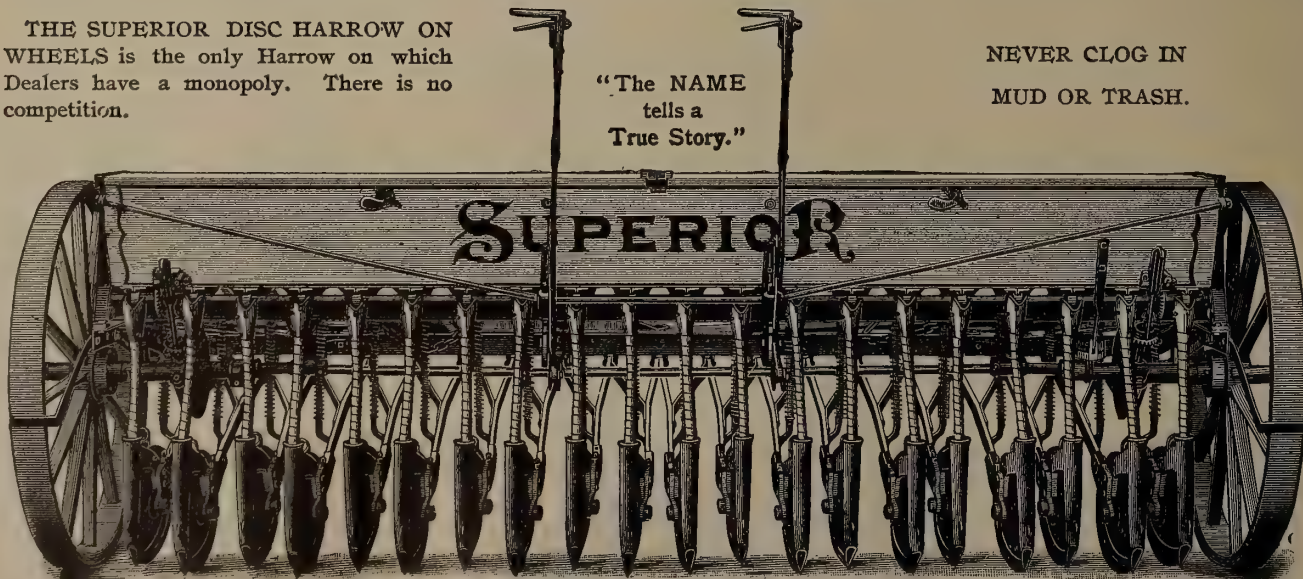
SUPERIOR GRAIN DRILLS

THE SUPERIOR DISC HARROW ON WHEELS is the only Harrow on which Dealers have a monopoly. There is no competition.

"The NAME tells a True Story."

NEVER CLOG IN MUD OR TRASH.

We Manufacture this Famous Drill in Single Disc, Double Disc and Shoe Styles.



THE SUPERIOR AGENCY ALWAYS PAYS.

THE AMERICAN SEEDING-MACHINE CO., Incorporated, - - WINNIPEG, MAN.

MOLINE PLOW COMPANY

MOLINE, ILLINOIS



Makers of The Famous Moline Plows and Other Flying Dutchman Farm Tools.
Henney Buggies. Mandt Wagons and Bob Sleighs.
Light Running National Manure Spreader.
Jobbers of Success Grain Drills and Success Hay Tools.

BRANCH HOUSES:

Kansas Moline Plow Co.	- Kansas City, Mo.	Eastern Moline Plow Co.	- Indianapolis, Ind.	Southern Moline Plow Co.	- New Orleans, La.
Nebraska Moline Plow Co.	- Omaha, Neb.	California Moline Plow Co.	- Stockton, Cal.	Oklahoma Moline Plow Co.	- Oklahoma City, Okla.
Minnesota Moline Plow Co.	- Minneapolis, Minn.	Western Moline Plow Co.	- Salt Lake City, Utah	Dakota Moline Plow Co.	- Sioux Falls, S. D.
Texas Moline Plow Co.	- Dallas, Texas	Colorado Moline Plow Co.	- Denver, Colorado	Oregon Moline Plow Co.	- Portland, Oregon
Missouri Moline Plow Co.	- St. Louis, Mo.				

Canadian Moline Plow Co. Winnipeg, Man.

DEALERS DEMAND PROTECTION AND WE GUARANTEE IT.

"Hero" Grain Separators

are sold to the Trade only.

The "Hero" is the best grain separator on the market.
It excels in thoroughness of work and cleans oats from wheat perfectly.
Every machine is built of the best materials we can procure.
No other cleaner can compare with the "Hero" for reliability and efficiency.
It gives satisfaction to every user and brings new business to every seller.
If you want the grain separator trade of your district handle the "Hero."
Remember we protect you and give you the best machine of its kind offered the public.

Catalogues and full information on request.

See our exhibit at the Fairs.

Visit our Factory while in the city.

HERO MANUFACTURING CO. Ltd., Winnipeg



Well Drilling Machinery

We carry the largest stock on hand of any house in the West and have the greatest variety to select from.

"Climax No. 9," Tubular and Jetting Machines for 2 and 3 inch wells 600 feet or less.

"Monarch" Machines for wells 4 to 10 inches and to 1000 feet or less. The above are fitted to operate by Horse Power, Gasoline or Steam.

The Celebrated "Keystone" line of TRACTION and NON-TRACTION Drilling Rigs. Friction or cog hoist—THE BEST IN THE WORLD for deep well propositions, Mineral, Oil and Coal prospecting.

Can drill a hole any size from 300 to 3000 feet.

All the above lines ARE APPROVED BY THE DOMINION AND PROVINCIAL GOVERNMENTS—and ARE ENTITLED TO THE SASKATCHEWAN GOVERNMENT BONUS.

Catalogues and prices on application. Write us to-day if interested.

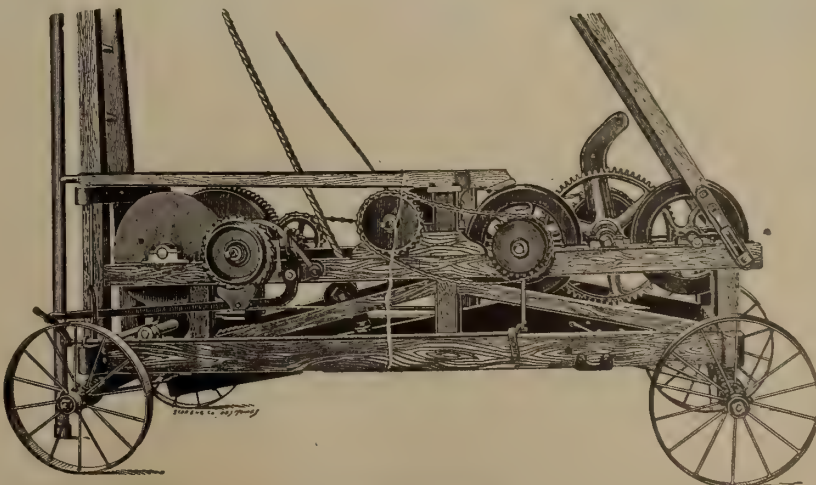
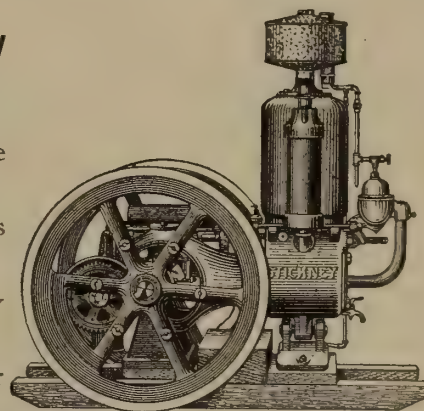
Eagle Steel Lawn Swings—Windmills—Tanks—Pumps—Horse Powers—Grinders and Saws.

EMPIRE CREAM SEPARATORS. STICKNEY GASOLINE ENGINES. VILLAGE FIRE ENGINES.

Ontario Wind Engine and Pump Co., Ltd.

Chambers Street, between Logan and Henry Avenues,

WINNIPEG



Monarch Driller



The Utility of Milking Machines.

Since the invention of the hand cream separator and the Babcock milk tester no machine promises to do more for the dairying industry of the continent than the milking machine. When an apparatus for this purpose was first mentioned as a mechanical possibility there were very few who were not skeptical as to results. There was reason for skepticism and doubt, when it is remembered that a machine for milking purposes to be successful must conform to a standard set by Nature and not by man. Many treated the idea as a joke and made sport of it accordingly, but despite it all the milking machine has come to be an actuality and is destined, at no distant date, to effect great changes in the manner of milking dairy cows.

Our readers are well aware of the greatest reason for the successful milking machine. Scarcity of labor is the prime factor, and its solution is a matter of vital interest to the West at harvest time every year. While it affects our grain growers more especially at that time it is a question always before the dairyman. Not only have

those engaged in this business suffered from a lack of men but also through the inefficiency of the men procurable. While almost any man, providing he is physically fit, is able to help in the harvest it is not every man that is suited for work among dairy cattle. All dairymen have felt the pinch of labor scarcity and inefficiency and because of it the advent of the milking machine is regarded with unusual satisfaction by those who believe in its final perfection.

There are many things to which the milking machine must conform in order to reach that perfection demanded by dairymen. To combine these into one harmonious, systematic whole is the aim of the men devoting their attention to this invention. Its prime requisites are: Ability to extract all the milk from the udder without impairing its quality; its elimination of hand milking and reduction of help; its cleanliness, dependence, adaptability to the average cow, and its power to warrant profitable returns on the amount of capital invested in it.

Prof. Oscar Erf, a well-known dairy authority of the Kansas State Agricultural College, has summar-

ized the principles on which the milking machines, heretofore invented, have been made as follows:

"While we have intimations that inventors have been at work with milking machines as far back as 1819 and later in 1837 and 1854 (reference to these early machines being made in the New England Farmer) we have been able to obtain neither a good description nor an illustration of these machines. The simplest scheme for milking, aside from hand milking, of which we have reference, is the use of straws. These straws were inserted into the cow's teats and the milk allowed to run from the milk cistern. Of course straws were more or less contaminated and will soon injure the udder of the cow.

"Real earnest work along the line of milking machines began in 1878; from which date we aim to show the progress of the work. There are three principles upon which milking machines are constructed.

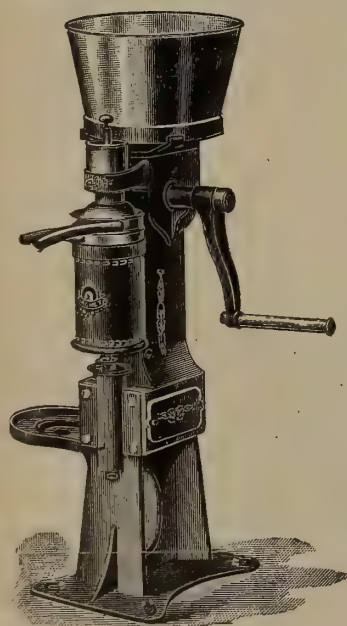
"First, the milk tube is an apparatus that provides for an opening into the milk cistern and allows the milk to flow from the udder. While this system is practicable, in some instances, as in diseased ud-

ders it, however, becomes dangerous and impracticable for average dairy conditions, owing to the fact that it is essential to sterilize and to keep sterilized that part of the apparatus which is to be inserted into the udder.

"The second principle is by pressure applied at the base of the teat where it is attached to the udder which closes the duct of the teat and, by applying a continuous downward pressure, forces out the milk contents. Hand milking is an example of this principle.

"The third principle is by suction. The teats being placed in cups from which the air is exhausted, producing a vacuum. Hence the pressure of the air on the udder tends to force the milk into the teat and into the vacuum chamber. This suction is produced by pumps and the principle is illustrated by the calf sucking the teat. A calf while sucking exerts a small amount of pressure in connection with suction and in some of the modern milking machines this operation is reproduced.

"While some of these machines have been invented for many years, and have worked with a certain degree of success, the true principle



THE MAGNET

Saved \$55.00

A MAGNET user wrote us that he wanted to get a **larger size** owing to the **increased number of cows** in his dairy. We informed him that he **did not require to change his machine** that his present one would do and that we could increase the capacity **by changing the skimming device in his present bowl**, which would only **cost him a few dollars**.

We made the change and after a full trial he writes us. **"I am more pleased than ever with my MAGNET it skims the increased quantity, turning as easy as it did before, and cost me just \$55.00 less than my neighbor paid for exchanging his small machine for a larger one, of course his was not a MAGNET and the whole machine had to be changed."**

C. C. Diefenbacher, of Hawksville, Ont., writes us on June 6th, 1907. "I have used a MAGNET in my dairy over **eight years**. Never missed a skimming and **no cost for repairs**. Takes all the **butter fat** out and **turns easy**. I like the **double support** to the bowl. The square gear suits me, would not buy a worm gear machine at any price.

Desiring to get a larger machine, I was glad to find it was not necessary to get a new machine, and that I could get the capacity of the present MAGNET increased at the cost of a few dollars, which I have done and it is working fine."

Remember the MAGNET Cream Separator will not wear out in fifty years' use.

THE PETRIE MANUFACTURING CO., LIMITED,

132-134 Portage Avenue WINNIPEG.

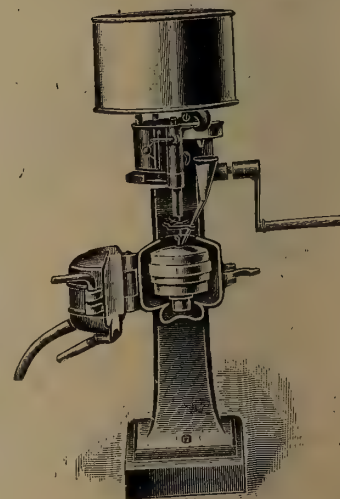
HEAD OFFICE AND FACTORY: HAMILTON, CANADA
REGINA. CALGARY. VANCOUVER. VICTORIA. ST. JOHN.

TWO GOOD LINES



Melotte Cream Separators

have many actual advantages over all Competitors. Especially well built, and scientifically designed and thoroughly tested. The best for the west. Get in touch with us to-day.



Florence Wood Pumps

outwear all other wood pumps. Every leading dealer should stock them because that will bring him satisfied customers and increased profits.

Melotte Cream Separator Co. Ltd.

W. ANTLIFF Manager

Winnipeg

Calgary

Write to us to-day without fail.

Your Reputation

As a dealer is largely determined by the class of goods you handle. If you carry "cheap" goods for cheap people you acquire, first and last, an unprofitable class of custom—hard to sell and impossible to satisfy.

DeLaval Cream Separators

Are for folks who want the best. They are built on honor and sold on a guarantee of unqualified superiority. Their capacities, skimming qualities, wearing qualities and general excellence may be depended upon as the Government's bond and the dealer who sells them gives his customer all the separator value in existence.

If you want the De Laval sign on your warehouse visit our exhibit at Winnipeg Fair or call at the office to talk it over.

THE DE LAVAL SEPARATOR CO.

Montreal

WINNIPEG

14-16 Princess Street

Vancouver



The Omega Cream Separator

has been sold to the dealer for seventeen years, and **may be seen** in its new model during Winnipeg Fair at the showrooms of

THE FAIRCHILD CO.,

- -

WINNIPEG, MAN.



If you are an up-to-date dealer and wish to keep up with the times call **now** and secure a contract for the sale of the **Omega Cream Separator**, which **The Fairchild Co.** decided after careful investigation was the proper machine to handle and recommend to their customers in connection with their other well known lines.

Note in particular two distinctive features found in the **Omega Cream Separator** not found in any other Cream Separator on the market.

A positive bearing above and below the bowl thus overcoming the "wobble." A bottom delivery of both the cream and the milk thus giving an empty bowl when through flushing—a bowl that **drains itself**.

If you have handled Cream Separators you will appreciate both of the above advantages.

Manufacturers:

OMEGA SEPARATOR CO.

LANSING, MICH., U.S.A.

Western Canadian Agents:

THE FAIRCHILD CO., Ltd.

WINNIPEG

REGINA

CALGARY

of imitating the action of the calf's mouth on the teat was not invented until suction was produced at intervals. These intervals are known as pulsations. The intervals produced by the calf are due to the fact that the calf is obliged to take its breath and swallow, which relieves the teat of the suction at that moment and allows the blood of the teat, which has been drawn down by suction, to flow back. These pulsations have been reproduced in the suction principle and aid materially in the success of the machine."

Probably the most successful machine made so far is the Burrell-Lawrence-Kennedy milker, a power machine for milking two cows, and which we have mentioned in these columns on other occasions. It consists essentially of a strong tin pail, weighing about twelve pounds and holding fifty-four pounds of milk, smaller at the top than at the bottom with a cast metal cover, fitting loosely, but resting on a rubber gasket which makes an air-tight joint. On the cover is mounted a pulsating mechanism and from it projects three nipples on one of which is slipped a hose which connects with the stanchion cock in a piping system and on the other two a rubber tubing which leads to the two cows. These two nipples are provided with cocks. As the milk enters it passes through a short piece of glass tubing and by watching this it can be seen when the milking is completed. The other end of each of these rubber milk tubes, which are $3\frac{1}{2}$ feet long, is attached to a

small metal connector which has four outlets, from each of which a short rubber tube leads to a teat cup which is made of tinned copper and provided with a rubber mouth-piece to fit around the base of the teat. There are several sizes of these teat cups to fit different size teats and the chief skill of the operator is in choosing the right sizes. When these are slipped on over the teats they stay there by atmospheric pressure until removed by the attendant. It will be easily understood that the effect of the vacuum is to draw the milk from the teat to the pail. When this is done the teat is empty. More milk cannot get into it from the udder and the performance stops. To prevent this the pulsator, which is mounted on the cover of the milk pail, has been added which breaks the vacuum and then a fresh supply of milk enters the teat. Then the vacuum is created again and this additional milk goes to the pail and so on until the milking is completed. The small amount of air which is admitted to the milk tube is filtered through an antiseptic filter and by this means not only is all dirt prevented from getting into the milk, but bacteria and impurities of every sort are excluded.

HOW THE MACHINE WORKS.

These machines are operated by a partial vacuum, the pressure amounting to about one-half the usual atmospheric pressure. It has been found that a greater pressure than this is undesirable, but this amount of suction, being about what a calf can apply, is welcomed by the cow. To pro-

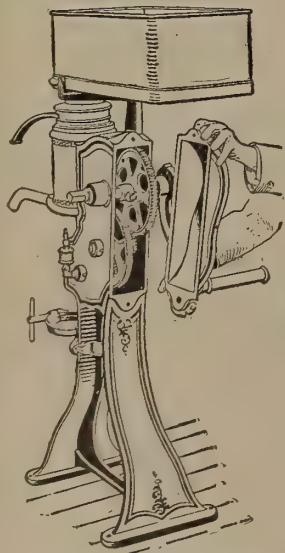
duce this vacuum a vacuum pump is used, excepting where it is more convenient to utilize steam pressure without any mechanical power. In this case a steam jet is used in a device similar to an ejector. The power may be either a steam or gasoline engine, or when electric current may be had a motor forms a very convenient and reliable source of power. The pump is of the vertical type and occupies floor space about three feet square.

To use the milking machine the engine and pump are first set in motion, then the operator carries a milking machine in between two cows, sets it down near the stanchions, slips its hose on the stanchion cock and turns on the vacuum. Next he attaches the teat cups, first to one cow and then to the other. Then he takes another machine to the second pair of cows and does the same thing again, then a third machine to the third pair of cows. He is now milking six cows at once. He returns to the first pair and when they are thoroughly milked he takes away the machine and carries it to the fourth pair of cows, then goes back to care for the second pair of cows, and so on. When the milking is done the machines are carried to a wash room where they are thoroughly washed and cleansed. The rubber tubes and teat cups are

thrown into a tub of lime water to keep clean and sweet until the next milking and the work is over. It is very simple and it is not exhausting labor. A woman or well grown boy can do it and in emergencies, such as sudden scarcity of help, as through sickness or absence, a single operator can work extra time and milk a large herd.

Another successful milker, of the single type, is the Revalo, a machine of German invention, the United States patents for which are held by a Chicago house. This machine can be operated by hand or power, in the latter case one-tenth horse power being required per machine. A separate pump is provided for each teat. The four pumps are so connected to a crank shaft that they work alternately. The suction regulating device is constructed with a non-return valve placed between pump and suction passage. The air regulating passage can be adjusted to regulate the suction. The teat cups are placed on one after another and when the milk stops flowing through any tube the cup may be removed as it does not interfere with the working of the others. This machine is very simple and may be used by a boy, and owing to the ease with which this milker can be handled it is claimed that one man can care for eight machines.

TAKE A LOOK AT IT!



Probably you are making plans for an outing at the annual

WINNIPEG FAIR

We shall have an exhibit there and extend **you** and every dealer attending, a cordial invitation to visit us and look over the improved

U. S. CREAM SEPARATOR

We'll be glad to show it up—inside and out—and tell you ALL about it. Drop in.

Meanwhile, we shall be pleased to send you promptly on request, copy of our latest handsome dairy separator catalog. Just ask for No. 213, addressing

VERMONT FARM MACHINE CO., Bellows Falls, Vt.

PROMPT DELIVERY. Eighteen Distributing Warehouses. NO DELAY.

The Empire Proves Its Claims

The cream separator of Quality—Quality in work and quality in construction—is the

Improved Frictionless

Empire Cream Separator

In construction it is admittedly the simplest in principle. Its bowl is the lightest and turns the most easily.

It is free of all complicated parts and is most easily washed.

Its improved bearings make it as nearly absolutely frictionless as it is possible for a machine to be.

It is so well built and made of such good materials that it outlasts three or four ordinary separators, and very seldom needs repairs.

It gets *all* the cream and of the highest quality.

In convenience, in economy and in satisfaction, it is emphatically the Separator of Quality.

We Prove These Things. We don't ask you to take mere "claims." We give you *proof*. Send today for our new catalogue. It is well worth your while to find out about the Empire.

Ontario Wind Engine and Pump Company, Ltd.,
Winnipeg, Manitoba,
Canada.



A Sufferer from Irregular Sales.

M——, Alta., June 20th, 1907.
Editor, Canadian Farm Implements,
Dear Sir:

It was with more than usual interest I perused your issue for the month of June. There were many items in it of peculiar interest to the class you cater to, including notice of increased prices for sleighs and a likelihood of an advance in wagon quotations; a condemnatory editorial in regard to accepting "traded-in" machines, and many other matters, but the one that appealed most strongly to me was that on page 16, dealing with the subject of irregular selling.

Probably I am more concerned in this topic because in our town we have felt its effects. You have condemned irregular selling but what you have said is not forceful enough, and I therefore desire to express my views regarding the matter and trust you will be able to give my letter space in your valued columns.

While I have only been in the business in this town but a short time I have met with many phases of trade evils. This matter of irregular selling by travelling men is one of them. It is only once in a while I come across a salesman given to this sort of thing, and on investigation I generally find he is a "green" man on the road with a voracious ambition to "make good," or he is a salesman whose connection is with a house it were better for the entire trade to ignore. Quite recently I was the victim of such an individual and. I will ad-

mit, I suffered to a very considerable extent.

The person in question came to my warehouse one morning about ten o'clock. He informed me of the line he was handling and wanted me to take the agency for his company in my district. I told him such was impossible as I had made arrangements with another house to represent them, had ordered a supply of the line and could not afford to take on any more. Mr. Salesman appeared somewhat disgusted and stated he was going to have someone to represent his company in my district. After spending about an hour trying to induce me to reconsider my decision he went over to call on my competitor; a gentleman with whom I am on the most friendly

terms. Here he pursued the same policy and met with the same result, owing to the fact that the dealer was already handling a well-known line of the same goods and did not desire any additional stock. Vowing he would have some representation the traveller left his store.

Shortly afterwards a customer of mine dropped in to ask me some questions regarding the line this traveller represented. Twiggling that something was in the wind I immediately tried to get at the bottom of the thing, and discovered that he had appointed this customer of mine his agent and had ordered a couple of samples of his line forwarded.

That was some months ago.

The samples duly arrived but instead of the "would-be" agent endeavoring to sell any similar articles he simply loaded them up on a wagon and hauled them to his home, and as far as I know, they are there yet.

Now, no matter the condition I may be in, I will always steer clear of that traveller and the house he represented. I don't blame the house, but I think this matter of irregular sales is something that should be stopped and, as you say, "it is a matter worthy of the closest attention by jobbers and manufacturers."

Thanking you for publishing this letter, I am,

A Sufferer.

Don't Forget!

To stop and see our exhibits in the Manufacturers, and Dairy buildings. Ours are the best known machines of the kind on the markets, acknowledged to be the leaders, by all who have tried and know them.

The Raymond Sewing Machines The National Cream Separators

When up town drop in and see us and have a chat. It will be worth while.

THE RAYMOND MFG. CO., of Guelph Ltd.

324-6 Smith Street, WINNIPEG

HOOSIER GRAIN DRILLS

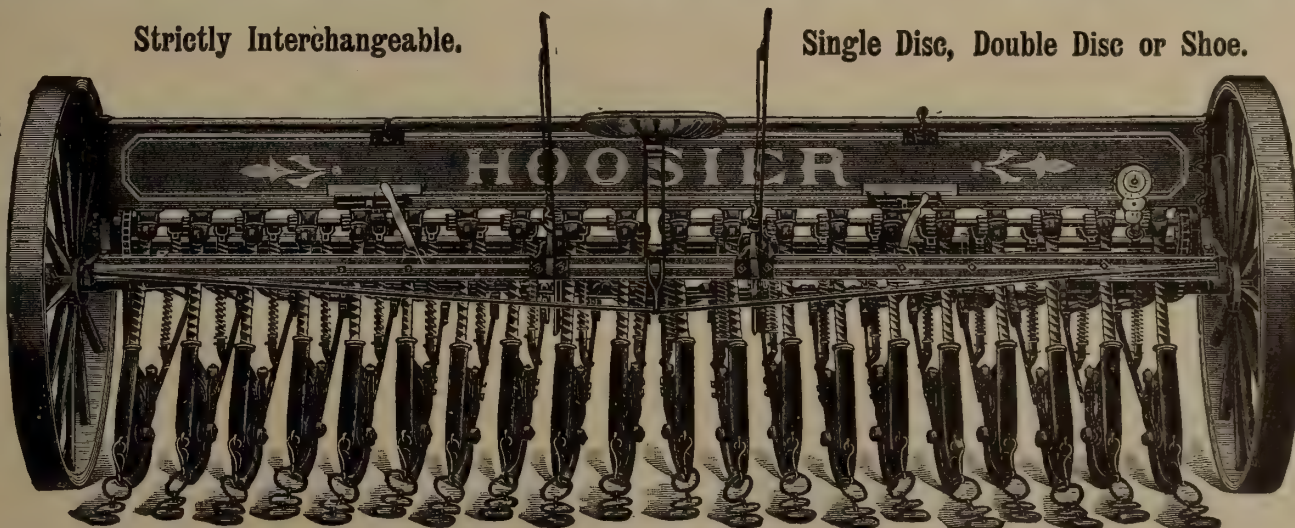
Strictly Interchangeable.

Single Disc, Double Disc or Shoe.

An Agency will
pay you

The Hoosier
will pay the
Farmer

A Good
Combination



The Hoosier
Low-Down
Press Drill
Wins Trade

Write for our
Proposition
Now

THE AMERICAN SEEDING-MACHINE CO., Incorporated

WINNIPEG, MAN.

Calgary.

Mr. S. H. Roe, manager of the Tudhope & Anderson Co., has been visiting at points north.

Mr. John Shields, of Edmonton, traveller for the Fairchild Co., spent some days in the city a short time ago.

Mr. J. A. Latimer, manager of the Cockshutt Plow Co. here, is spending a short time on the north line. He will visit Edmonton.

Mr. Ed. McCammon, manager of the J. I. Case T. & M. Co., spent a short time on a business trip on the south line during the month.

Mr. L. T. MacDonald, manager for the American-Abell Threshing Machine Co., of Regina, was a business visitor in Calgary during the past month.

Mr. Fred Kent, formerly in charge of the Northwest Thresher Co.'s interests here, and later of Edmonton, was a visitor in the city during the month. He has severed his connection with the thresher business and at present has not completed other arrangements.

Mr. Alfred Wylie, formerly a well known implement dealer at Claresholm, has left the ranks of the implement fraternity and is now editing the Claresholm Review. We wish him every success in his new venture.

Mr. J. P. Minhinick, general agent for the Frost & Wood Co. here, is making an extended visit in the north country at present. He is covering the Wetaskiwin and Strathcona branches and the C. N. R. east of Edmonton.

Mr. J. M. Olson, of the firm of Bjorkblad & Olson, who are implement and land dealers at Bawlf, was a visitor in Calgary for a day on his way to Chicago recently. His trip is in connection with the land business of his firm.

Mr. W. G. Hunt, manager of the Alberta branch of the Massey-Harris Co., is spending a portion of his holidays mountain climbing with the Alpine Club at Paradise Valley. He regrets his firm do not handle snow plows as he would like to have done a little business while out among the peaks.

Mr. S. L. Saunders, who has charge of the stock department of the Massey-Harris Co. here, and who is assistant leader of the 15th Light Horse Band, leaves with that organization for an extended tour of the British Isles. This will include a visit to the Dublin exposition; the band having a two weeks' engagement to play at that fair.

The following implement dealers were noticed in Calgary during the past month; Mr. John Reynolds, Claresholm; Mr. J. Anderson, of Miller & Anderson, Claresholm; Wilson Bros., Okotoks; Mr. M. McHardy, Okotoks; J. A. Simpson, M.P.P., Innisfail; Mr. Geo. Becker, Crossfield; Mr. P. L. Grasse, formerly of Innisfail; Mr. O. W. Hembling, Didsbury; and Mr. Jas. McVay, Lacombe.

Mr. Geo. Forsythe, manager of the Saskatchewan branch of the Massey-Harris Co., Regina, spent a short time with the local branch recently on his way to the coast, where he expects to spend a short time holidaying.

Mr. A. E. Mott, manager of the Cockshutt Plow Co., of Winnipeg, spent some days in the city recently looking over the damage to their new building which had just been completed here. Some time during the night of June 7th the foundation of the new wall caved in and all the balance of the wall for half the length of the building fell outward a portion of it crashing through the roof of a livery stable adjoining it. A portion of the foundation was put in during the very cold weather of last winter and the mortar appears to have been frost killed, which it is claimed was the cause of the accident. A great deal of damage was done to the goods stored in the new portion of the warehouse and in addition there will be the inconvenience in connection with rebuilding, which cannot be finished before August 1st. The damage is estimated at about \$4,000. In addition the Melotte Cream Separator Co. had a large quantity of goods stored in the warehouse which were also badly damaged.

Mr. J. A. McKinnon, accountant in the Massey-Harris office here left recently for Toronto on a holiday trip. Jack will not return alone, for on June 26th he was married to a Miss McKittrick, at the home of the bride's parents, 47 Boswell Avenue, Toronto. They will return to Calgary by July 15th. We extend to them the best wishes of the Alberta implement trade.

Mr. M. J. Rodney, manager of the International Harvester Co., Winnipeg, accompanied by Mrs. Rodney, spent a few days in Calgary on their way to Banff and coast points a short time ago.

Messrs. H. W. White and A. D. Irvine, two well known members of the implement fraternity, were representatives of the Calgary Council of the U. C. T. to the convention of that body held in Grand Forks, North Dakota. They report having had a very fine trip and a splendid time while there, and through their efforts Calgary was designated as the point at which the next convention will be held in 1908.

The third story of the splendid new warehouse building of the Tudhope & Anderson Co. is nearing completion and it will not be long now until they will be able to occupy their new premises. This new building presents a very fine appearance, being three stories with high basement, built of red pressed brick with stone trimmings, and is to be equipped with every convenience for handling implements. It is expected that the C. P. R. will also complete a spur to this building at an early date.

On May 27th Mr. Ed. Doherty, shipper for the Cockshutt Plow Co. here, was married in Wetaskiwin to Miss E. Baxter. We are pleased to extend the congratulations of their implement friends to this young couple.

The month of June has brought joy to the hearts of all implement dealers and jobbers as well as farmers and other business men of Alberta. It has been an ideal month as far as weather conditions are concerned and as a result there has been a wonderful growth of all crops and grass, so that now, notwithstanding the late spring, a splendid crop is assured. At the present time conditions are excellent and everything is as far advanced, if not further than at the same period of any year for some time past. From every portion of the province comes the same report and the feeling of buoyancy takes the place of the feeling of uncertainty caused in the earlier part of the season by the somewhat late spring. As a result of these conditions sales and collections have improved very materially during the past month and providing nothing unforeseen occurs the year should prove a most satisfactory one.

Never admit that you have failed, that you have been beaten; if you are down, get up again and fight on.

—THE— American Well Works AURORA, ILL., U.S.A.

Winnipeg Representative:

T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

CATALOGUES ON REQUEST.

Correspondence solicited—giving details of what must be accomplished.

We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.



There are many beautiful lakes and rivers in Western Canada where it is possible to use Motor boats both for profit and pleasure, and now is the time to interest your customers in our product.

We build Launches from 18 to 32 feet long, and have Marine Engines from 1½ h. p. up, both in single and double cylinder sizes.

We will have an Exhibit in the Centre Building at Winnipeg Fair SEE IT

**THE COOPER GASOLINE
ENGINE CO. LIMITED**

Mayfair Ave. WINNIPEG

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STORAGE AND TRANSFER

Wholesale Commission Merchants

P. O. Box 372. REGINA, ASK.

*Central
Business College*

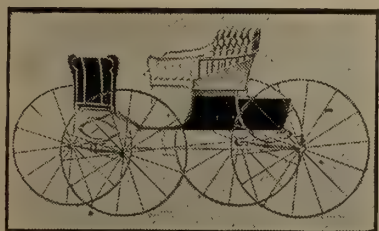
WINNIPEG, MAN.

Write for Catalogue.

What's the matter with now?

There is time for everything, even Fall cutter buying.

We anticipate a visit from you when in for the Fair and our goods and prices will interest you.



Carriage Styles Change

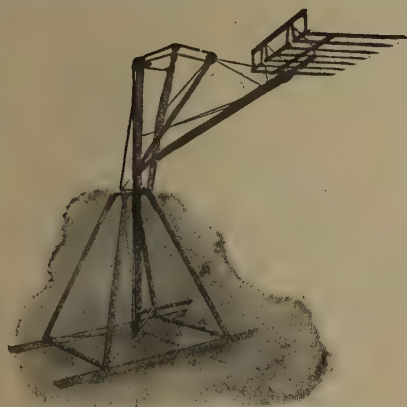
the same as in other lines, and we have everything that is new and desirable for your inspection.

Come in and see how well we are fixed and how easy priced the goods are.

We carry the famous Houghton Line of Sulkies and Matinee Carts.

Western Agents: MOUNT FOREST CARRIAGE CO., Mt. Forest, Ont.

A. C. McRAE, King and James Streets, **Winnipeg**



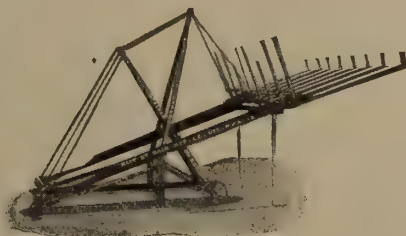
The Dealer who has a Contract for the

GREAT DAIN LINE

of Hay Tools is in position to supply his trade with durable, efficient, labor saving equipment.



They are dependable for only the very best material procurable for the purpose enters into their construction.



From the various Tools and several styles a farmer can select a machine adapted for his particular requirements.

Write at once for contract and descriptive literature.

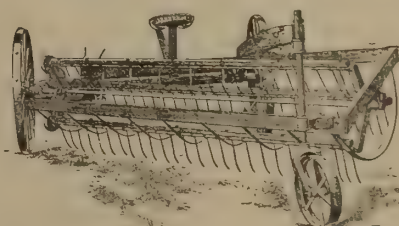
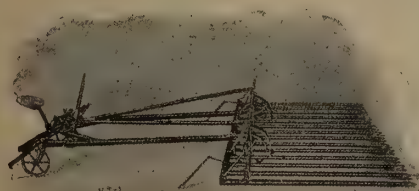
F. R. SHANTZ, PRESTON, ONT.

Canadian Representative.

DAIN MFG. COMPANY,

Ottumwa, Iowa, U. S. A.

Dealers, visiting Winnipeg during the Fair, are invited to call at our warehouse, and inspect the Great Dain Line of Hay Tools.



The Fairchild Company, Limited

General Agents,

Winnipeg.

Regina.

Calgary.



OFFICES AND WORKS
DEERE MANSUR CO.
MOLINE, ILLINOIS, U. S. A.

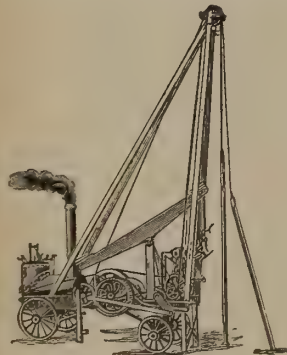
The Crop Outlook.

With favorable weather from now until the stooks are standing in the fields or the grain is in the stack there is every prospect of a safe crop for Western Canada. At this time it is admitted it will scarcely equal the yield of last year. Numerous reports received from dealers in various districts all over

the prairie provinces state that the grain is growing remarkably fast but that it is from two to three weeks behind that of last season. From the letters received it is apparent rains have been general, except in certain portions of Southern Manitoba. In Saskatchewan and Alberta there appears to be little difference as to conditions. Our correspondents from districts in these provinces

invariably report increased acreage. Manitoba dealers tell us everything looks well but that in some parts of the south territory prospects would be improved by soaking rains. Taking a general synopsis of the reports we are led to believe that the crop of all grains this year is almost as large in acreage as that of last year, while the amount of coarse grains seeded is away in advance of either 1906 or the previous year. We are indebted to the following gentlemen for reports: H. Finnen, Gilbert Plains, Man.; E. L. McVicar, Indian

Head, Sask.; A. A. Dearhorn, Arnaud, Man.; Wm. Dean, Olds, Alta.; Chas. Wahn, Gretna, Man.; A. C. Fountain, Dauphin, Man.; J. A. & W. J. Duncan, Yorkton, Sask.; E. Hutton, Minitonas, Man.; F. H. Miller, Blackfalds, Alta.; David Shirriff, Brandon, Man.; E. J. Caseley, Edmonton, Alta.; C. Drummond-Hay, Belmont, Man.; Angus McKay, superintendent Experimental Farm, Indian Head, Sask.; E. D. Eddy, Dominion Seed Branch Representative, Winnipeg, Man., and several other reliable authorities



UNDERGROUND RICHES.

In these modern days prospecting has become a business. You may find gold, silver, lead, zinc, or copper under your land. You can prospect cheaply with the "Crown Treasure Finder." Do it much cheaper than to sink a shaft. If you prove the ground first, you are ready to sink a shaft. Cuttings brought to the surface. You can examine every foot as you go down. Tell us what you want to do. Catalogue will come.

Crown Drilling Machine Co.,
AKRON, OHIO.

Agents for Canada,

A. R. Williams Machinery Co., Ltd.
TORONTO, WINNIPEG, VANCOUVER
Williams & Wilson, Montreal,



Don't Stop to ask your neighbor,
lift the load yourself with
The Burr Self-Locking Tackle Block. Saves the labor of
two or three men. 600 to 5,000 pounds capacity.

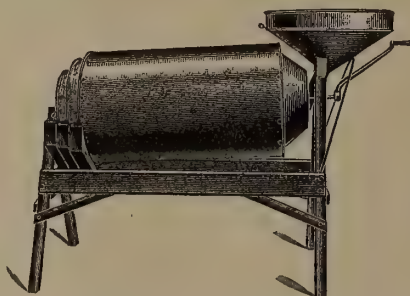
Munro Wire Works, Winnipeg

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio
156 Viaduct

Beeman's New Process

"JUMBO" GRAIN CLEANERS

Sure Money Makers for Dealers.



The only machine perfectly adapted to separating wild oats as well as all foul seeds from the different kinds of grain.

"Jumbo's" sell themselves on their merits. We give dealers exclusive territory.

The rapid increase in our business shows the popularity of "Jumbo" cleaners. Let us prove our proposition.

"Jumbo" Grain Cleaners and Beeman's Grain Picklers will be shown at Winnipeg, Portage la Prairie and Brandon Fairs. If there call and see them or write now and get our terms.

BEEMAN & CO.

127, 129, 131 Higgins Ave., Winnipeg, Man.

Swindlers Unmasked.

Of late several attempts have been made by a gang of swindlers in Buenos Ayres, South America, to victimize manufacturers and wholesalers in Eastern Canada. The method of procedure was cleverly conceived but, happily for their intended victims, overdone and carelessly looked after in execution. First, they wrote asking for catalogues and price lists, and this they, in due season, followed with a trial order. This was accompanied by a draft for the amount of goods ordered and was drawn at ninety days on a house located in either Barcelona or Madrid, Spain.

The swindlers operated on the assumption that, as soon as the order was received with the draft, the recipient would at once place same in the bank for collection, with a request as to the standing of the parties on whom the draft was drawn in Madrid or Barcelona. In the course of four or five weeks the manufacturer or wholesaler was notified that the drawee was evidently good for the amount, consequently the goods would be shipped to Buenos Ayres. Then the

firm in Spain, having served its purpose, would close out its account and decamp. If the shipper of the goods suspected nothing they were received by the swindlers and he might whistle for his money. If, however, he got word of crookedness he could take his chances on stopping delivery, selling them to reputable buyers at their destination at a sacrifice or pay the freight for returning them.

A number of manufacturers were shrewd enough to smell a rat, and consequently the whole scheme was uncovered. The amounts involved were petty, running from \$200 to \$500, in almost every case.

"So-Easy-to-Fix."

In our June issue we announced that the Red Jacket Mfg. Co., of Davenport, Iowa, had contracted with the Regina Windmill & Pump Co., of Regina, Sask. We have just received official notice from the manufacturers to this effect. They say: "We have just closed a contract with the Regina people to handle our complete line of Red Jacket pumps, cylinders and supplies for the provinces of Manito-

ba, Saskatchewan, and Alberta." In addition to writing us they favored us with a copy of their catalogue, No. 36, together with considerable other literature relative to their lines. After careful perusal of this matter we realized two things: first, that the company emphasize the "working points" of their products rather than the "talking points;" and secondly that they are proud of the various articles they manufacture and the success they have achieved. From the beginning to the end their catalogue is splendidly illustrated and the descriptions of their various products perfectly comprehensible. There is much valuable information in general regarding pumps as well as that concerning their own goods. Red Jacket pumps are widely known across the line and have won an enviable position for being "So-Easy-To-Fix." This is the slogan of the company, and they hope to make it ring from one end of the prairie provinces to the other. Dealers desiring further information regarding these goods should write the Regina Windmill & Pump Co., at Regina, Sask. A catalogue will be sent on request.

Another Canadian Winner.

Mr. James Crombie, foreman of the boiler department of the Sawyer & Massey Co., at Hamilton, Ont., is another Canadian entitled to the thanks of his country. During the recent joint convention of the International Railway Boiler Makers' Association and the Master Steam Boiler Makers' Association, held in Philadelphia, a contest was held and a prize of \$50 offered to the member who could and would write the best essay on some subject in connection with the trade. Mr. Crombie was the winner, in the face of the keenest competition, with his essay on "How to Heat and Drive Steel Rivets," in which he covered his subject in an intelligent and exhaustive manner. The city of Hamilton should feel proud of the addition of another champion to her already extensive list, while the Sawyer & Massey Co. should feel flattered at having in their employ a man who could successfully compete with the boiler makers of the continent in a contract of this kind and help maintain their reputation as capable engine builders. We congratulate Mr. Crombie on his success.

The GILSON AIR COOLED ENGINE**"GOES LIKE SIXTY."****SELLS QUICK AND STAYS SOLD****THE LIVE LINE FOR THE DEALER**

Air Cooled Sizes		Water Cooled Sizes			
1	H.P.	2	H.P.	7	H.P.
11-2	" "	31-4	" "	8	" "
21-2	" "	41-2	" "	12	" "
51-2	" "	6	" "	15	" "

Our Net Prices will Surprise You.

GILSON MANUFACTURING CO., Limited,
GUELPH, Ontario, CANADA.

GILSON MANUFACTURING CO.,
PORT WASHINGTON, Wis., U.S.A.

REGINA WINDMILLS**"SO EASY TO FIX."****Some Outstanding Features:**

- Absolutely Noiseless.
- Working parts all enclosed.
- No weight on main shaft.
- A friction brake that holds.
- No side draft nor friction on pump rod.
- Gears cannot crowd or separate, lock or cut.
- Ball-Bearing turntable on tower.
- A Revolution in windmill construction.

Write for full particulars—

REGINA WINDMILL and PUMP CO., Ltd.
REGINA, SASK.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by

Canadian Farm Implements, Ltd.

F. D. BLAKELY, Manager

901-2 UNION BANK BUILDING,

WINNIPEG,

CANADA

Telephone 518

SUBSCRIPTIONS

Fifty Cents per year. Single copies Five Cents
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should reach this office not later
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CORRESPONDENCE

solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

[JULY, 1907.]

Conditions Warrant Caution.

Little change was registered in trade conditions locally during the past month. While it would be a direct mis-statement of fact to say that business is dull yet it is nothing but simple truth to assert that the major portion of the local houses could have taken care of considerably more orders, without a great deal of extra trouble, than they had the pleasure of receiving. Investigation of the situation shows that orders for fall delivery are neither as large nor as plentiful as they were at this season last year. Dealers and farmers alike appear to be retrenching. Different jobbers assign this policy to different reasons, though it is the general opinion that dealers are holding back their requirements until they have more definite ideas and knowledge concerning the crop and its possibilities.

Collections continue to be exceedingly backward. Almost all the jobbing houses are still carrying heavy credits for last season's stocks. Dealers, from almost all parts of the West, report difficulty in securing settlements. In the face of the abundant and profitable

crops harvested in 1904, 1905 and 1906, such a condition is to be deplored. It simply proves the contention frequently made that farmers have over-speculated and over-traded. No one would criticize slow pay by the tillers of the soil did conditions warrant such, but they do not and there is no justifiable and fair reason why there should be so much outstanding past due paper.

It will be wisdom on the part of every dealer to watch his credits and collections very closely this year. In almost all lines there are indications of money stringency, and it behooves the trade to be prepared for it. As one jobber put it: "Dealers should strive to get as many settlements as possible when they sell goods, they should make a strenuous effort to collect old accounts and they should only grant time to persons of the gilt edge variety or to those whose notes are endorsed by responsible parties, or for which ample security is given. While the money market is quiet there is nothing alarming in the situation. It simply demands caution and conservative credits by the industrial and commercial worlds."

The Tightness of Money.

Three reasons are given for the present financial stringency that exists in Canada. One is the fact that our imports for many months back have been greatly in excess of our exports. When the latter do not balance the former the difference is paid for in cash. Naturally the amount of ready cash in the country is reduced. Remittances cannot be made and that money kept here at the same time.

There are some authorities who attribute the tightness of money to the heavy immigration to this country during the past year or so. Many of these settlers are self-sustaining, but a large proportion of them are maintained for a longer or shorter time before they become effective producers of exportable commodities, thus are a source of expense without adequate return immediately.

A third cause of the stringency is said to be the large amount demanded for railway construction now in progress. The money invested in this work is deducted from the whole amount available for business, leaving less than enough for ordinary purposes. This money does not earn any return in

the meantime and will not until the railroad building is completed. As this condition will be reached ere long on many miles of track, it is altogether likely there will be a loosening of the purse strings.

While the above reasons are most important the recent slump on the New York stock market is very naturally affecting the monetary situation. The action of our banking institutions in shutting down on credits so emphatically and refusing loans on what were considered excellent securities last year seems like evidence that they were heavily hit and suffered heavy losses through stock speculations. Their refusal to advance money except at higher rates and only on the best securities procurable is having the effect of increasing the scarcity of ready cash.

There may be some embarrassed by the present state of the money market but it is the result of conditions that are themselves not merely temporary but closely allied with forces that make for future prosperity.

Call and See Us.

It is the prevalent opinion among local jobbers that a very much larger number of dealers will visit Winnipeg and the Exhibition this year than on any occasion since the Dominion Fair here. It is the desire of Canadian Farm Implements to meet as many of the visiting members of the fraternity as possible. We will have an open house at 901 Union Bank Building, and cordially invite every dealer to visit us while in town. Our location gives us a splendid view of the most important wholesale section of this growing metropolis and a sight, such as may be seen from our window, is worth taking a trip up nine floors to see. All elevators let you off just at our office door. You'll find our latch-string out and we will be here to greet you at all times during office hours. Don't fail to give us a call.

Appoint Commercial Agents for Canada.

As a result of the investigation of Mr. Richard Grigg, who recently toured Canada in the interests of the Imperial Board of Trade of Great Britain, that body has decided to appoint nine commercial correspondents or agents in Canada to keep its members constantly in touch with all matter pertaining to

trade in this country. From what can be learned at the present writing these agents will be located at the following points in the Dominion: Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Winnipeg, Vancouver and some other city in the West. It is expected that either Calgary or Edmonton will be the point chosen.

Personals.

Mr. R. R. Armstrong is opening up in the implement and vehicle business at Maidstone, Sask.

Mr. J. F. Churchill is one of the recent additions to the implement business at Medora, Man.

Clarke & Buchanan is the name of the firm that recently succeeded to the business of Jell & Clarke at Leavings, Alta.

It is reported that Mr. A. Cryderman, implement dealer at Rosebank, Man., recently sold out to Mr. S. Stuart.

Mr. A. E. Mott, manager of the Cockshutt Plow Co., here, recently inspected the branch of his company at Calgary, Alta.

Mr. J. F. Walker, implement dealer at Portage la Prairie, Man., was in town for a few days a short time ago.

Mr. Rogers, of the firm of Glenie & Rogers, Macdonald, Man., was in the city on a visit to a number of local jobbers during the past month.

Mr. Metcalfe, manager of the Farmer's Trading Co., of Portage la Prairie, Man., took a run into the city for a day or so a short time ago.

Mr. R. J. Haly, who recently purchased the business of the late Festus C. Chapin, of Hartney, Man., was in the city for a couple of days about the end of June.

Mr. A. B. Petrie, president of the Petrie Mfg. Co., of Hamilton, Ont., will likely visit the Winnipeg branch of his company during Fair week.

Mr. E. L. Chadwick, of Mussels Limited, Montreal, was in the city for a time recently in connection with the opening of a branch of his company for Western Canada.

Messrs. G. K. and J. A. Wedlake, experts of the Cockshutt Plow Co., at Brantford, Ont., are spending a month in the West on an inspection trip.

Mr. Joseph Bryan, vice-president of Tudhope & Anderson Co., of this city, recently returned from a

Western trip in the interests of his firm.

The Fairchild Co., of this city, have contracted with the Brandon Machine Works Co., of Brandon, Man., for the control in Western Canada of the Acme Grain Pickler.

Mr. John Graham, of Stonewall, Man., one of the oldest implement dealers in the West, was in town a short time ago sorting up his stock. He reports crops and trade excellent.

Mr. John Shields, who has been the Massey-Harris Co. agent at Morris, Man., recently resigned. He is leaving to make his home in a Saskatchewan town. A Mr. Buchanan succeeds him as local agent at Morris.

Mr. Percy E. Verity, superintendent of the Verity Plow Co., of Brantford, Ont., was in the West recently on an inspection trip. He was very sanguine as to the plow trade of the coming fall and was pleased with conditions generally.

Mr. A. Duhamel, of St. Anne's, Man., was in town on a business visit about the middle of June. Mr. Duhamel had just recovered from a very serious illness and his friends were pleased to see him about again.

Mr. C. Christianson, who handles the products of the National Mfg. Co., of this city, makers of the Capital cream separator, at Marshlands, Man., paid them a visit during the past month.

That genial individual, Mr. L. Watson, of the firm of Watson & George, Morden, Man., was in town recently on his way East, where he was journeying to visit friends and relations at his old home.

Mr. J. A. Fraser, manager of the implement business of Lawrence & Campbell, at Miami, Man., was in town for a day or so about the middle of June. He reports the crops coming along fine in his district and, providing favorable weather prevails, is very optimistic regarding the harvest.

Mr. David Watson, secretary of the Brandon Machine Works Co., was in the city on a business trip a short time ago. As usual Dave was feeling in fine fettle and very sanguine as to future trade conditions. While here he took a run down to Minneapolis and St. Paul in the interests of his company.

The Fairchild Co., of this city, have secured the Western Canadian agency for the Davenport

Wagon Co., of Davenport, Iowa, manufacturers of all steel wagon gears, etc. These gears are all equipped with roller bearings, and visitors to the Fair are invited to inspect these goods at the show rooms of the Fairchild Co.

Mr. C. H. Whitaker, Manager for the Manitoba branch of the Massey-Harris Co., left about three weeks ago on a trip to the East. He will visit his firm's factories at Woodstock and Brantford, previous to proceeding to the head office at Toronto. Mr. Whitaker expected to be absent about five or six weeks.

Albert Carther, formerly a travelling salesman for the American-Abell Co., of this city, recently joined the travelling staff of Beeman & Co., makers of the Jumbo grain cleaner and Beeman pickler. He is out on a trip through the West at the present time but will likely be in to the Fair, and will probably also visit Portage la Prairie and Brandon Fairs, where his company will make exhibits.

Mr. H. H. Rogers, assistant manager of the Canadian Moline Plow Co., of this city, was recently down the Deloraine line in the interests of his firm. He reports splendid prospects for the crop and, with favorable weather from now until the binder begins its work, is confident there will be another bumper yield. Mr. Rogers says the trade generally are very optimistic.

Mr. R. J. White, general manager of the Frost & Wood Co., with headquarters at Smith's Falls, Ont., was in Winnipeg for a couple of weeks during the past month. While here Mr. White took a trip West, stopping at Regina and several other points. He was delighted with his company's new office and warehouse building at the corner of Princess street and Pacific avenue, and felt optimistic regarding conditions in the West, despite the lateness of the season. He returned home about the last week in June.

Mr. Archie G. Watson, manager of the John Watson Mfg. Co., of this city, recently returned from a visit to the factory of the company at Ayr, Ont. He reports a pleasant though busy time while away. He was absent about a month. During the time he was in the East one of his young sons was badly scalded by tipping a kettle of boiling water over his arms and body. He is now making rapid progress towards recovery.

Mr. John B. Pinkerton, a member of the road staff of the Cockshutt Plow Co., who looks after their interests along Canadian Northern lines, returned from a four months' trip over his territory about a couple of weeks ago. He gives a good report of the general appearance of things throughout the country and states prospects for fall business are exceptionally bright. "It all depends on the crop," says Mr. Pinkerton, and he is confident of another successful harvest if weather conditions remain favorable throughout.

Mr. Henry C. Hart, expert of the plow department of the Fuller & Johnson Mfg. Co., of Madison, Wis., who are represented in Western Canada by the Stewart-Nelson Co., of this city, was in the West for three weeks during June. While here he covered a large part of the country, particularly in Manitoba, studying conditions and getting a line on how his firm's products are regarded in this territory. He was more than pleased with the results of his investigations and at the success these popular implements are meeting with in the different districts.

Mr. W. D. Bentley, Canadian representative for David Bradley Mfg. Co., of Bradley, Ill., recently returned to the city from an extended trip through the West in the interests of his firm. Despite the fact that the year has been backward, Mr. Bentley reports having closed a large number of contracts and is confident fall sales will be even heavier than last year. He stated that the trade generally are in an optimistic frame of mind and that farmers whom he had met were quite sanguine in regard to the crops.

The Well Machine & Windmill Co., of this city, installed a water supply outfit, for drinking purposes, operated by a Chicago Aeromotor and auxiliary gasoline engine at the recent military camp held at Sturgeon Creek, close to this city. These were used to supply the horse troughs, bath tents and mess kitchens and took care of a water consumption close to 10,000 gallons per day. Water was secured from a 150 feet well, sunk to the white limestone rock by an Austin well drilling machine, which this company sold to the driller who secured the contract.

Mussens Limited, the well known firm of Montreal, Que., who handle all sorts of contractors' supplies,

etc., recently decided to establish a branch for Western Canada in Winnipeg. Accordingly they secured commodious quarters in the Grose & Walker Building, 259 Stanley street. This company have the main floor of the building and are showing several of the various lines they handle, which include: —Austin New Era road graders, rock crushers, sprinkling wagons, Ideal concrete block machines, wheel and drag scrapers, etc. Mr. Edgar G. Powell is in charge as manager for the West.

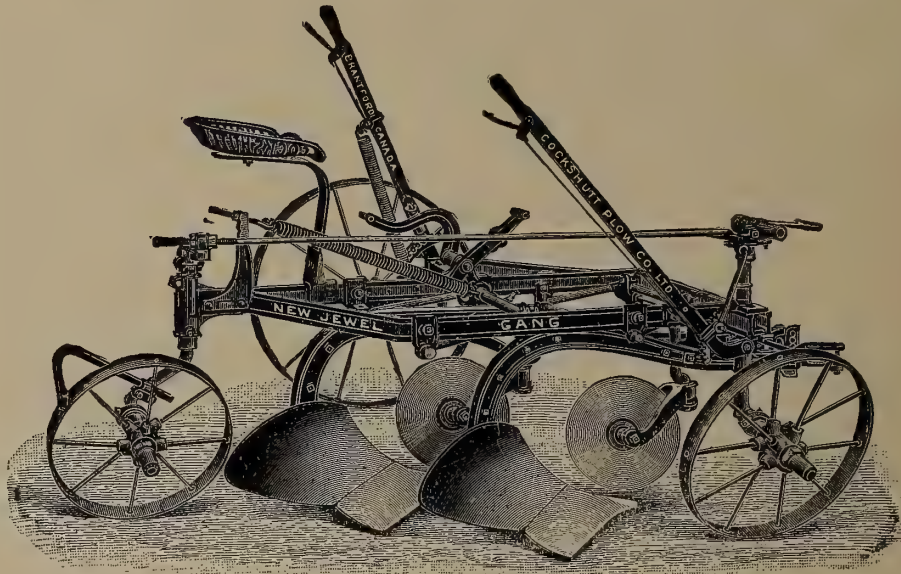
Mr. D. D. McGillivray, secretary and manager of the Regina Windmill & Pump Co., of Regina, Sask., was in the city for a couple of days about the middle of June on his way home from a business trip to the South. While away he visited the Twin Cities, La Crosse, Wis.; Sparta, Wis.; Davenport, Iowa; Fort Wayne, Ind.; Hamilton, Ohio; Cincinnati, Ohio, and Chicago. He reports Southern manufacturers eager for information relative to trade conditions in Western Canada and stated that everything seemed in a flourishing condition at the points he visited. However, Mr. McGillivray was well satisfied to get home.

Out at 753 Henry avenue, this city, the Parsons Hawkeye Mfg. Co., of Newton, Iowa, have just completed a commodious warehouse. For some months past this company have been occupying cramped quarters on Princess street but, on the advice of the local manager, Mr. C. D. Kimble, it was decided to build. Accordingly this site was secured and on it placed a 54 x 166½ feet building. It is a one story structure covered with metal sheeting. It affords the company more than sufficient room for their requirements and a portion of it will be sub-let. Its situation gives trackage facilities and makes it very much more convenient than the premises formerly used.

Mr. Harry Cockshutt, president of the Cockshutt Plow Co., of Brantford, Ont., is at present in the West on a visit to the various branches of his company located at many points through this territory. During his stay in Winnipeg Mr. Cockshutt, as president of the Canadian Manufacturers' Association, was entertained at a splendid banquet, given by the western branch of this organization. In the course of his address to the members Mr. Cockshutt congratulated this city on its progress from an industrial standpoint. It was the fourth in Canada in this respect and its development was such as to warrant its taking third place at no distant date. In speaking of conditions in the West the head of the Cockshutt Plow Company was exceedingly optimistic, and stated the country warranted all the good things said about it.

THE HIGHEST STANDARD IS REACHED IN THE COCKSHUTT RIDING WALKING ENGINE GANG PLOWS

WE
PLOW
THE
PRAIRIE

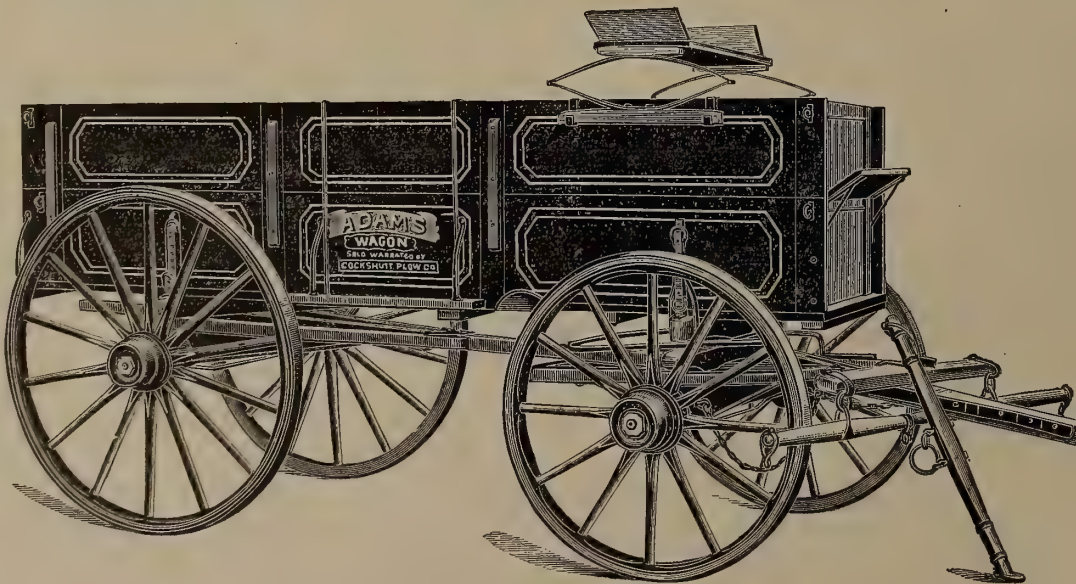


JEWEL GANG

The Perfect Modern Plow. Superior to all other High-Lift Gangs whether Canadian or American.

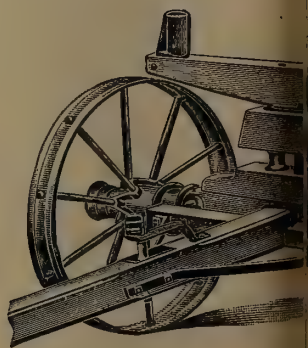
ADAMS' WAGONS

METAL WHEEL



ADAMS' FARM WAGON.

Constructed of well-seasoned, first-class material, by competent workmen, it is without a peer, Equipped with the celebrated Adams' Truss Axle. Well-finished, strong, and durable.
LIGHT RUNNING.



We carry the largest stock

WE EXTEND A MOST CORTESE
WINNIPEG WAREHOUSE

FACTORY:
BRANTFORD

COCKSHUTT PLOWS

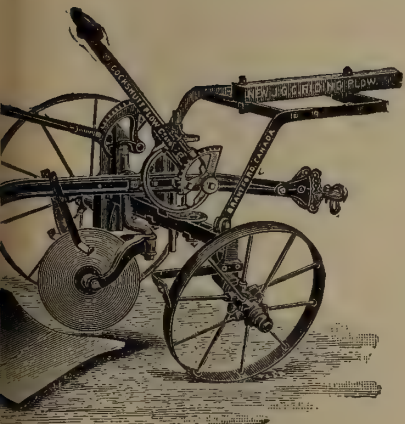
BOARD OF EXCELLENCE

CONSTRUCTION OF

COCKSHUTT

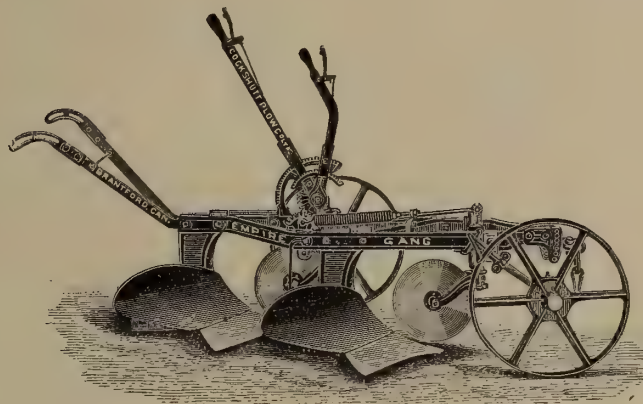
Single Disc
Double Disc
Drag Shoe

DRILLS



SULKY (Patented)

Cockshutt product. Unequalled as a
implement in rough land.

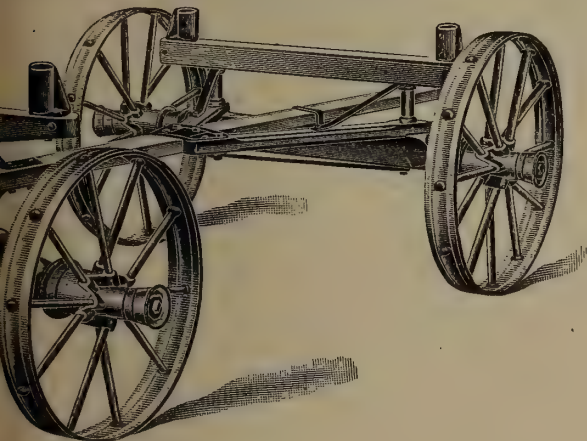


EMPIRE GANG

A thoroughly practicable, light, three-horse gang.
Strong and durable. Captures the trade in all
districts where this style of plow is in demand.

**WE
SEED
THE
SOIL**

WOOD WHEEL FARM TRUCKS

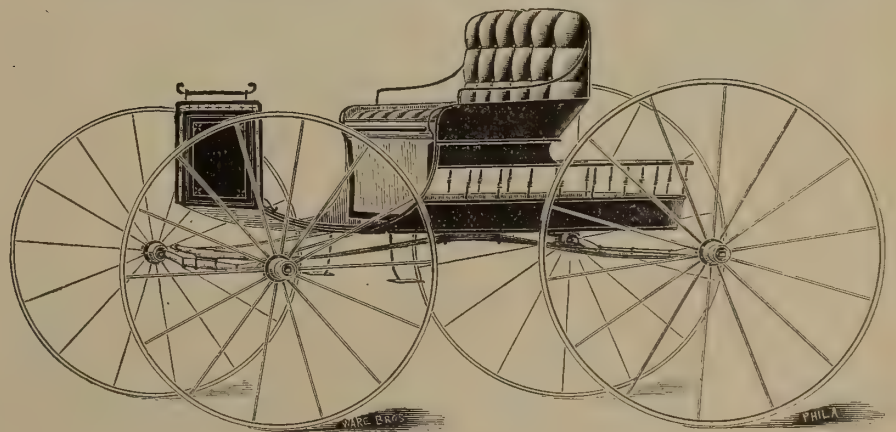


ST. QUEEN TRUCK

Most complete line of Farm Trucks in Western Canada.

ARMSTRONG STANDARD CARRIAGES

BUGGIES, CONCORDS, DEMOCRATS, SURREYS, &c.



INVITATION TO ALL IMPLEMENT DEALERS TO VISIT US DURING THE EXHIBITION.
OFFICES AND SHOWROOMS: COR. PRINCESS ST. AND ALEXANDER AVE.

CO., LIMITED

WESTERN BRANCHES:

WINNIPEG, REGINA, CALGARY

Trade Relations with Canada.

Despite the tariff against the United States and a preferential tariff to Great Britain trade between Canada and our neighbors to the South continues to grow at an astonishing rate. Discussing this matter recently Iron Age made the following pointed remarks.

"The constant increase in the trade relations between Canada and the United States is notable, notwithstanding the influence of laws on both sides of the border tending in one way or another to discourage such transactions. The fact is especially significant in view of the policy adopted by the Dominion of favoring Great Britain under a preferential tariff. The course of trade and the growing volume of American goods exported from

this country into Canada, notwithstanding the existence of a sentimental loyalty toward Great Britain and very wise and vigorous efforts to build up their own industries, indicate the fact that there are certain practical advantages possessed by United States manufacturers and merchants which enable them to more than hold their own in the contest for the markets of the Dominion. While there will undoubtedly, and very happily, be a great increase in the manufacturing interests of that great and rapidly developing country, which is coming to a late but swift realization of its resources and the splendid possibilities which open before it, there is reason to anticipate that this country will continue to have an enlarging trade with it, whatever may be the course in its markets with the products of the mother country."

Some Facts and Suggestions Regarding Litigation.

By Henry E. Jeffries, Indianapolis, Ind.

Before a business concern goes to law it should take into consideration several things: such as the necessity for so doing, the probable cost, and whether or not the case is a "good one," making due allowance for mistakes of counsel and court, for both are liable to err; but if made a defendant, it must either settle in some way or defend itself in the best manner possible, or allow the suit to go by default. Those who are "law proof" frequently fail to make any defense, when sued. They feel secure as long as they have an exemption law to fall back upon.

As for the necessity of bringing suit by a business house, that must be determined by the conditions and surroundings of the case and the policy of the house. In some instances it might be deemed necessary to sue one from whom a judgment could not be collected. Some local situation might be such as to make it good commercial policy to go to law about the matter, especially if the debtor were located in a small

place where everyone's business is known to his neighbors, as a deterrent to others.

In cases of this kind, also, the cost is not always very seriously thought of. Principle, too, is largely taken into consideration by some in relation to engaging in litigation. There are men who, for the sake of principle, will spend two dollars where only one is involved. With such people the question will now and then present itself, whether it were better to credit an unjust deduction, for example, and keep the customer's trade, or refuse to allow it and sue, with the certainty of losing his business. It is quite possible, they know, to make up the forced credit, if allowed in future dealings; and it is often done, too. Furthermore, all such deductions may not always be unjust, either.

But suing a debtor does not invariably cause him to discontinue dealing with his creditor. I remember of one instance in which a judgment was taken and collected where the defendant, though in the wrong, was so bitter toward the plaintiff that he tried to drive trade away from him, but after-

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales have greatly increased.



THEY ARE

Light Running

Well Finished

Attractive in Appearance

AND MADE BY THOROUGHLY EXPERIENCED MECHANICS

Of the very best materials throughout every stick of which is perfectly air-dried.

OUR GUARANTEE IS BACK OF THEM.

WRITE US

The Fairchild Co., Ltd.

WINNIPEG

REGINA

CALGARY

THE GREAT 2-IN-1 CARBERRY STACKER

A PROFITABLE LINE FOR LIVE DEALERS.



Saves the Chaff. Simple, Light, Easy to Drive. No Gearing, no weak parts, no trouble.

The Carberry represents every good quality known in the Stacker Line.

Write for Catalogues, Prices and Terms.

Carberry Stacker Co., Carberry, Man.

OUR NEW LINES

STEEL HOG TROUGHS. STEEL WATER TROUGHS.

THEY SELL ON SIGHT.

No need to demonstrate their superiority over wooden troughs. The day of cheap lumber is past and the cost of steel troughs is but a trifle more, and

ONE STEEL TROUGH WILL OUTLAST A DOZEN WOOD TROUGHS

Because it is practically indestructable.

Write us for particulars and call and see us at our Warerooms when in for the Exhibition.

MELOTTE CREAM SEPARATOR CO., LTD.,

312 ROSS AVENUE, WINNIPEG

ward voluntarily resumed business relations with his former creditor. But there are not many occurrences of this kind, for usually a lawsuit does not make the parties feel more friendly to each other.

As a rule, it is comparatively easy to secure a judgment on a note or account. But the party bringing the suit is often surprised by some defense which, if established, would lose him his case. It is astonishing how many things can be done to defeat a just action; and many lawyers, all too often, lend their knowledge and ability to this end, throwing to the winds all legal ethics, whether unwritten or statutory, and so become practically parties to injustice and fraud as much as if they stood in all respects in the position of their clients.

It cannot be denied that lawyers in this particular are directly responsible for the greater portion of the wrong done by the courts where technicalities must sometimes prevail instead of what is morally right. The litigant by himself is not able, unless well versed in the tricks of the profession, to take advantage of them. Of course, the courts cannot have

one rule for this case and another for that; so justice is not always "handed down" in the learned opinions of the upper courts. It goes with the saying that all lawyers do not take the advice of Horace Mann, who urged upon the members of the legal profession that they should never take a case which involved their contending for a moral wrong. A lawyer who refuses a case of that kind is worthy of double honor for obvious reasons.

It is owing to the uncertainties of litigation that many having claims and grievances are slow to begin an action at law. And it may in the main be best that this is so, for under present conditions many courts, both lower and higher, are crowded with business, as is well known.

As an illustration of how justice is hampered by the rules of law and equity, which, while not devoid of reason, effect the opposite result to that which law is meant to do, the following instance will serve:

A certain house filed with the administrator its claim against a deceased debtor's estate in an adjoining commonwealth. After

some years, the estate not having been settled, objection was made to the claim by a new administrator, that it had expired under the statute of limitations, and that the affidavit attached to the statement of same was not made according to law. The court held that the latter defense was a good one, and so an appeal was taken, after a new trial had been refused. But when a bill of exceptions was prepared, it showed another defense not made at the trial of the matter, much to the surprise of both parties to the suit, and the judge refused to change it when brought to his attention. His memory not being clear, he would leave the record as it was. In vain did the plaintiff's attorney, on appeal, call the attention of the court to this state of the matter. In vain did he urge upon the court the fact that had this objection been actually raised, as stated in the record, the plaintiff would have taken cognizance of it and produced all the evidence needed to establish the legality of the claim. In vain was the fact, of which the court must have taken judicial notice, that the amount involved was less than the limit

allowed for further appeal; and finally, in vain was the court asked to grant a new trial. Its only reply was that the record of the case was final, and that it could not go outside the same.

This is not an extreme instance. Here was an honest claim, one which ought to have been paid; but after being opposed by those who should have acted differently, the poor memory of a careless, if not indifferent judge led to its absolute defeat under rules growing out of centuries of legal procedure intended for the protection of those entitled to it, an anomalous state of affairs to say the least. Thus "the law often allows what honor forbids."

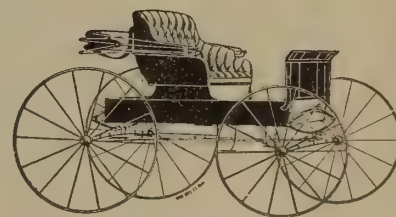
Where there is much at stake, parties will generally try to assert their rights in the courts irrespective of any prospects of success; and there are many who will go to law over a bagatelle under similar circumstances as a matter of principle, if for no other reason, as already observed.

The better class of lawyers are inclined to discourage their clients from going to law if a compromise can be brought about of the

IMPLEMENT DEALERS ATTENDING THE EXHIBITION

AT

WINNIPEG



Are invited to make their headquarters
at the office of

The Fairchild Company, Limited

156 PRINCESS STREET, WINNIPEG

Have your Letters and
Telegrams
sent in our care.

BRANCHES AT
REGINA AND CALGARY

We will not exhibit at the Fair
but will
at our Showrooms.

matter in dispute, provided the effect of such settlement would not be detrimental to their best interests. Courts, too, in theory at least, do not foster litigation, but they will not tolerate any interference, contractual or otherwise, with their rights to become arbitrators between men.

In this connection, let me advise whoever is entrusted with such matters by his house not to depend entirely upon lawyers, but to obtain some knowledge of the law and its underlying principles, and seek to apply them for himself to all facts of every case that may come up for his attention. Of course, it may not always be possible to carry out this advice; but in small cases often the best results are obtained through the intelligent interest shown by the claimant or his personal representative. It is true that "a little law is a dangerous thing;" but it is also a very good thing to have, as many can testify by experience.

I am not advocating the practice of law for business men in their own affairs, but I do advocate their knowing the principles of law that govern the main transactions of commercial life, so that they may be prepared for the

various situations constantly arising which call for a greater or lesser degree of legal information. There was never a time, I believe, when more young men were studying law than at the present, not intending to make it their life vocation. And it is well that this is so.

My advice to those who have to go to law is to try no experiments, but to employ a good lawyer if a case is at all important, and let the "other fellow" have the poor ones. It is one thing to see the legal points in a case, but quite another to prosecute it in the courts. Many a good case has been lost by faulty practice. In fact, the majority of causes appealed to the higher courts are taken up on questions of practice.

Whether or not it pays to go to law is not always a question of finance, as I have previously intimated, and is self-evident to all who give the question any thought. Each one interested must settle it for himself.

Most of the suits brought by mercantile houses, at least, come under the head of "long distance litigation." "This fact calls for considerable care on the part of those who are concerned in prosecuting

them, and if any consequence will cause more or less anxiety over their outcome for state courts, and especially juries, are inclined to favor the defendant as against a non-resident plaintiff, notwithstanding their oaths to be impartial. So all this should be carefully considered in advance.

Going to law for the sake of principle may not in every instance prove to be profitless from a money point of view; but one should be prepared to fight hard and pay the costs, if need be, before engaging in legal contests that are in any way uncertain, for there are comparatively few cases which a careful lawyer would insure to win.

The best way to win a case is to prevent its occurrence, if possible, by laying the foundation of every business transaction on a legal as well as a moral bottom. A lawyer or business manager who can look ahead and avoid situations wherein litigation might become necessary is the equal of those who can carry a lawsuit through to a successful issue. In no other thing is an ounce of prevention worth more than in going to law, with its expense, delays, vexations and uncertainties.

Original and Complete.

From the Canadian Fairbanks Co., of this city, we recently received a 36-page pamphlet entitled: "Practical Irrigation." This deals very thoroughly with the irrigation problem from the mechanical standpoint and contains a great deal of valuable information concerning the many different types of pumping machinery used for this purpose. There are a very large number of splendid illustrations. These show sectional views of irrigation plants in actual operation. These installations cover a wide range of service, including pumps operated by gasoline engines, steam pumping machinery, electrically driven pumps and pumps driven by windmills. In connection with each its particular advantages are discussed and clearly defined. To the dealer interested the company will be pleased to send a copy of this list upon application. It is one of the most original and effective treatises ever issued on the subject and every dealer will appreciate this statement after perusal. Don't forget to mention our paper when writing.



THE WAGON TO HANDLE

The Weber Wagon has "made good" for 62 years. The improvements that have been made during these many years have prolonged the life and added strength and durability to such an extent that the Weber Wagon is universally acknowledged to be the best ironed and lightest running, the "King of All" farm wagons.

So thoroughly have the improvements on the Weber Wagons won the favor of farmers that the Weber construction has come to be the standard. This high standard is due to the fact that the

Weber Wagon is built to meet the approval of the farmer, in other words, the kind of wagon a farmer likes to buy.

For this reason it is the wagon to handle. You will have a wagon that is easy to sell; in fact, one that practically sells itself, because when a farmer sees his neighbor driving a Weber he immediately gets one for himself.

The nearest blockman or general agent will be pleased to give you complete information relative to terms and territory.

Western Canadian Branch Houses: WINNIPEG, Man.; CALGARY, Alta.; REGINA, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO - - - - - U. S. A.

The Hudson's Bay Route.

Hon. Rudolph Lemieux, Postmaster General for Canada, in a recent address made the statement that "the Hudson's Bay route is a thing of tomorrow." This assertion, coming from such a prominent member of the Cabinet, has created much interest in the matter and led to renewed controversy. While we know that the development of such a route would be of inestimable value to the farmers of the West we doubt its practicability. If the Dominion Government have any idea of thoroughly investigating the feasibility of the project it is to be hoped that they will undertake it at an early date.

U. S. Plow Manufacturers Organize.

The National Plow Association is the name of an organization recently formed at Chicago, Ill. It embraces manufacturers of plows and kindred lines of the United States, and as its name indicates will be national in scope. The

meeting for organization was attended by the representatives of twenty of the leading concerns engaged in the production of the lines indicated. Letters were received from many additional companies approving of the movement and promising support.

Committees were appointed to take up matters of vital interest to every manufacturer in the line. The Association will attempt to standardize the construction of various implements on lines suggested and discussed by the manufacturers two years ago, with a view to eliminating sizes and types considered unnecessary. The subject of freight rates and classifications will receive close attention through a permanent committee assigned to this particular feature of the business. The Association hopes to secure more equitable freight rates for the benefit of its members and the consumers of their products. Other matters of trade interest will receive careful consideration from time to time.

The following companies were represented at the meeting:
B. F. Avery & Sons, Louisville,

Ky.; Bucher & Gibbs Plow Company, Canton, O.; J. I. Case Plow Works, Racine, Wis.; Collins Plow Company, Quincy, Ill.; Deere & Co., Moline, Ill.; Deere & Mansur Company, Moline, Ill.; Emerson Manufacturing Company, Rockford, Ill.; Gale Manufacturing Company, Albion, Mich.; Grand Detour Plow Company, Dixon, Ill.; Janesville Machine Company, Janesville, Wis.; Kingman Plow Company, Peoria, Ill.; La Crosse Plow Company, La Crosse, Wis.; Moline Plow Company, Moline, Ill.; Parlin & Orendorff Company,

Canton, Ill.; Peru Plow & Wheel Company, Peru, Ill.; Racine-Sattley Company, Springfield, Ill., and Racine, Wis.; Rock Island Plow Company, Rock Island, Ill.; Newell Sanders Plow Company, Chattanooga, Tenn., and Vulcan Plow Company, Evansville, Ind.

"Trouble seldom cripples a man—worry always does."

"Cheer up and hustle—business is a good game—everybody plays to win—so must you."



TO IMPLEMENT and HARDWARE DEALERS.

If you want a line of Goods that will please your CUSTOMERS

SELL

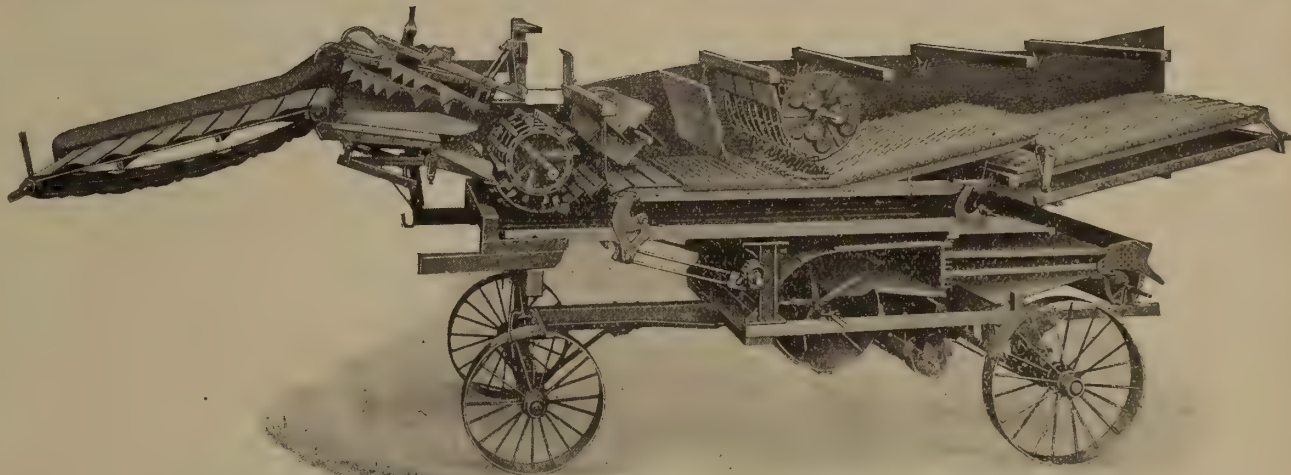
CATER'S PUMPS
STAR WINDMILLS
GASOLINE ENGINES
STAR SWINGS

Write for Catalogue and Contract.

BRANDON PUMP & WINDMILL WORKS
Box 410
BRANDON, MAN.

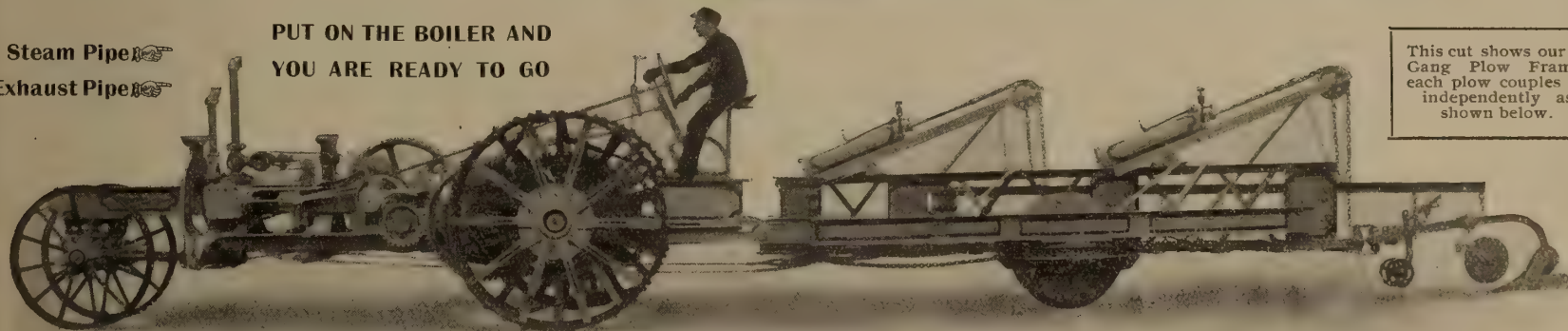
YOU SEE ALL WORKING PARTS

YOU CAN SEE HERE the Solid Heavy Canvas Feeder Carrier; the Heavy Jumbo Cylinder filled with Jumbo Tool Steel Teeth; the Large Grate Surface; the I. X. L. Grain Saving Device; the Strong Straw Rack; the Shoe that has no Cross Blast; the Iron Crank Shaft Post.



Steam Pipe
Exhaust Pipe

PUT ON THE BOILER AND
YOU ARE READY TO GO



This cut shows our 10 Gang Plow Frame; each plow couples on independently as shown below.

A Straight Line Pull, the only Steam Plow Outfit having a connected Steel Frame from the Engine Cylinders to the Individual Plow Couplings.

TWO IMPORTANT THINGS

1. INCREASED DURABILITY

The Steel Engine Frame carries the Cylinders and Gearing, pulls the load and takes all the strains. No Boiler strains, Loose Brackets or Leaky Bolts, all the boiler does is to supply steam.

2. GREATER POWER

The Power developed by the Cylinders pulls on the load in a straight line, not down from the top of Boiler at an angle of from 45 to 90 degrees to draft of load as with Top Mounted Engines

EVERY MFG. CO.

PEORIA, ILL., U.S.A.

HAUG BROS. & NELLERMORE CO. LTD., WINNIPEG, MAN.

CANADIAN JOBBERS.

Our Engines and Steam Plows are overwhelmingly original and all new and novel features are the exclusive patent rights of the Avery Mfg. Co. Patents are pending and no copying or infringement of these rights will be permitted.

SEE US AT WINNIPEG AND BRANDON FAIRS.

Our Thresher Catalogue gives complete descriptions and detailed illustrations of all parts.

Write for one to-day.

A Fund for Protection.

At the recent meeting of the National Association of United States Manufacturers, held in New York, that organization decided to raise a half million dollars in order to protect its members against violence and interference on the part of organized labor. A few moments after the introduction of a motion that such a sum be raised for this purpose the entire amount was subscribed. The association membership numbers only three thousand.

Now is the Time.

Now is the season of the year when dealers instead of Micawber-like "looking for something to turn up," should create that something. The best way to secure this result is by publicity. Dealers with whom we have talked, are confident of a large trade in fall lines. It is not too early to begin the drumming up of this trade now.

One means is the personal letter, another the circular letter, then the hand-bill and the local newspaper. All these avenues for advertising

purposes are open to the major portion of our readers and it is a mistake not to rise to the occasion and take advantage of them.

We are reminded of an instance, which, we think carries with it a lesson for the trade. In a certain Manitoba town are three dealers. In that same town there is a local paper, published weekly. Two of these dealers carry space in this sheet regularly, while the other uses it spasmodically. One of those who are regular advertisers changes his copy each week, the other has had the same advertisement standing now for some months. It simply announces the names of the various lines handled and solicits the patronage of the farmers.

Recently we had the opportunity of finding out which of these three concerns was pulling the business of his district and we took it. We had our own opinions but no prejudices and we noted with much satisfaction that the man using space continuously and changing his copy each week was pulling the best trade. Of course he was a hustler but his advertising was a big help to him, and he made the very best possible use of it by giving

the farmers something new each time the paper came out.

Every advertisement this dealer wrote was straight to the point. It was dignified in style, nicely set-up and dealt with some special line or lines. Care was taken to see that it was not crowded, that there was plenty of white space so that the body of the matter stood out predominant on the page it occupied. Generally a good cut was inserted which added much to the whole make-up.

Good advertisements in local papers, handbills that are of such style as to demand the attention of farmers, circular letters right to the point, and breezy personal correspondence, dealing with articles the farmer desires: these are trade pullers for the dealer and now is a good time to use them.

Need of the Trade in South Africa.

Mr. John A. Chesley, Canadian commercial agent for South Africa, in a recent report to the Department of Commerce and Labor at Ottawa, has the following to say regarding the subject of farm implements in that colony:

"Nearly all the Canadian manufacturers of agricultural implements believe that it is only necessary for them to send circulars and prints of their implements in order to introduce them into South Africa. On the other hand, during a recent journey to Bloemfontein, Durban and East London, I came across practical representatives of German and United States agricultural implements manufacturers, who were engaged in personally explaining the advantages and conveniences of the implements which they were endeavoring to sell. This places the Canadian manufacturers of agricultural implements at a disadvantage.

"I do not know that it is necessary to enlarge upon the subject matter other than to say, that if the Canadian manufacturers of agricultural implements desire to see their goods introduced into South Africa they must make arrangements for an occasional visit to this country of practical and experienced machinists or commissioners to assist in presenting to the farming population of this country the advantages claimed for their respective implements.

"The introduction of modern agricultural machinery into South Africa is in its infancy. Representatives of German and United States manufacturers see the importance of having expert canvassers to personally interview prospective purchasers. Under these circumstances they will certainly gain not only temporary but a permanent advantage over Canadian competitors. I am quite assured that there will be during the next few years a very extensive demand for modern agricultural machinery here."

Very Attractive.

The Adams Wagon Co., of Brantford, Ont., who are represented in Western Canada by the Cockshutt Plow Co., are sending out to dealers attractive posters advertising their well-known wagon. This is printed in bright and alluring colors and is sure to attract the eye of farmers and others. There is a large cut of the wagon in its regular colors in the centre of an oval yellow background. At the top are illustrations of other wagons and lorries made by the same concern, while across the bottom appear cuts of their celebrated sleighs. Dealers should write the Western representatives of the manufacturers for copies. Favor us by mentioning our paper.

The Wm. GRAY & SONS CO., Ltd.

Chatham, Ont.

Winnipeg, Man.

Manufacturers of High Grade Carriages and Cutters

Invite you to inspect their extensive exhibit at
WINNIPEG FAIR, July 13-20th, or to
write for prices and terms on all lines of
Cutters and Carriages.

Catalogues mailed upon request.

THE Wm. GRAY & SONS CO., Ltd.

Western Office and Factory: JESSIE AVE., WINNIPEG, MAN.

SEE OUR EXHIBIT AT WINNIPEG FAIR

Two Household "Favorites."



Patent Foot and Lever Drive.
Patent Steel Roller Bearing.
Improved Steel Frame.
Made in 8 different sizes, holding from 5 to 60 gallons—churning from 1/2 to 30 gallons Cream. Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish.

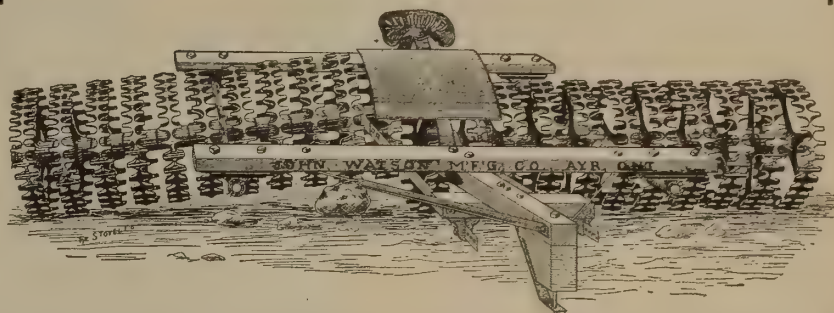
Latest and most improved. Tell your jobber you want the Puritan. Don't accept any substitute. Beautifully finished in Grained Oak, Royal Blue, or Carmine and Silver Aluminum.

If your jobber can't supply, write us direct.

DAVID MAXWELL & SONS, St. Mary's, Ont.

PULVERIZERS.

Get your customer to use these on his summer fallow. Packs the soil so that it plows perfectly and prevents blowing.



This is our 22 Wheel Pulverizer, order your sample NOW.

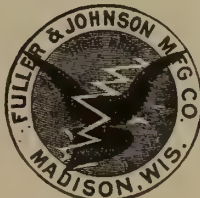
We manufacture and sell—

WOOD AND POLE SAWS, HORSE POWERS
SLEIGHS BEVEL JACKS GRAIN GRINDERS
HARROWS WHEEL BARROWS
WAREHOUSE TRUCKS

John Watson Mfg. Co.
LIMITED

WINNIPEG, MAN.

When you see this trade mark



on a plow or other Implement

Remember "PERFECTION"
it means

It has just been put on a new frameless Sulky, the "Ideal," and the Plow is all its name implies.

LOOK FOR THE TRADE MARK

LOOK FOR THE TRADE MARK

"The Perfection of all Riding Plows."

Made by THE FULLER & JOHNSON MFG. CO., Madison, Wis.

THE STEWART-NELSON CO., Ltd.

General Agents

WINNIPEG

Decidedly Attractive.

Bearing the seal of quality the catalogue of the Mount Forest Carriage Co., of Mount Forest, Ont., recently came to our desk. It is as usual a decidedly attractive list and reflects credit on those responsible for its publication. Mr. A. C. McRae, who handles the products of this company for Western Canada, states that business, despite backward weather, has been very satisfactory. There has been a good demand for Mount Forest goods, with bright prospects for the future. His firm will be pleased to mail a copy of the above mentioned catalogue to any dealer who makes application for same. Ask for vehicle catalogue No. 16 and mention our paper.

United States Navy Ranks Second.

According to official announcements recently made the United States now ranks as the second naval power of the world. She has twenty-two first-class battle-ships as compared with fifty for Great Britain, twenty for Germany, thirteen for France and eleven for Japan. In view of the recent talk of trouble between the United States and the Mikado it is interesting to note the fact that the numerical strength of United States ships of this class is just double that of Japan. France has fallen from second to fourth place in the list of naval powers, while

Russia, once ranked among the most formidable, is no longer recognized as a factor of importance in this connection. Germany is pushing the United States a hard race for second place and there will be periods during the next few

years when the Fatherland will rank next to Great Britain. For some time the policy of Uncle Sam's government was toward retrenchment in naval expenditures but this has been changed and now the old policy of steady increase of naval fighting machines will be followed. This will keep the United States a trifle ahead of Germany, providing the latter makes no drastic changes in her policy, and such a step is not considered likely. The fighting power of Britain on the sea is equal to a combination of any three European powers.

"The Making of a Merchant."

To lack of capital and inexperience are due the major portion of failures in the business world. These are the thoughts left in one's mind after a careful reading of Harlow N. Higinbotham's book, "The Making of a Merchant." (Forbes & Co., Chicago, \$1.50). From the introductory until the last word of the closing chapter this work crystallizes the experiences of a man who has gone through and come in contact with all phases of business life. It is replete with

helpful suggestions and kindly advice for the beginner and words of wisdom for the older merchant in the retail trade. The writer was a partner of the late Marshall Field, Chicago's merchant prince, and will be remembered as president of the Columbian Exposition held in Chicago in 1893. Having risen from the ranks to the top of the ladder of success what Mr. Higinbotham says is written from a comprehensive knowledge of the entire detail of commercial life and for that reason his book is eminently sound and practical. Especially did we appreciate his four chapters on credits and are convinced that a perusal of them would be of great benefit to members of the implement fraternity. It is well worth having and every merchant would find it to his advantage to have his clerks read it.

"Many a man looking for sympathy really needs two swift kicks properly placed."

"Talk happiness; the world is sad enough without your woes."

"Trouble or no trouble, worry or no worry, there is work to be done and work wins—you can't beat it."



Carriage and Pair owned by A. M. Nanton, Winnipeg.

BONUS TO WELL DRILLERS

The Province of Saskatchewan has granted ASSISTANCE to WELL DRILLERS. The Department of Public Works has for years been using a number of

AUSTIN WELL MACHINES

and has, as have all our customers, by experience found them very satisfactory for drilling in the Province. We have the fullest information on the whole subject, both as to the subsidy and outfits for the various formations, and would be pleased to advise intending purchasers of the requirements. Write for our Information Blank, Illustrated Price List, etc.

THE CHICAGO AERMOTOR

was the first Steel Windmill and is still the best. Erected on the new Trussed Tripod Tower it is a "POWER FOR GOOD." Get our 1907 prices and booklets.

Dealers, get next to two good things.

THE WELL MACHINE & WINDMILL CO., Ltd.

142 Princess St. Western Representatives P.O. Box 306, WINNIPEG

BRADSTREET'S

Established 1849 Capital and Surplus \$1,500,000

Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

The Mill which will sell, stay sold, and sell more for you, is the Mill you want to tie to,

THE JEWEL

Will do this because of its superior construction and equipment. The Jewel will separate oats from wheat, rye from wheat, cheat and cockle from wheat; and clean and grade wheat, oats, rye, barley, etc., and do **all** of this work to the entire satisfaction of your customers. Don't you want the exclusive sale of the Jewel for your vicinity? Send for full description and prices of the Jewel, and we will show you how you can secure all of the mill business from your strongest competitor.

It will pay you to write now before you forget it.

THE FAIRCHILD COMPANY,

WINNIPEG

REGINA

CALGARY



THE JEWEL



We can Supply you with

Oak, Ash, Elm, Maple Birch, Hickory, Basswood and Whitewood. Maple and Birch Polished Flooring.

We Ship Hardwood Lumber in either mixed or straight Car lots direct from Mills.

LIMITED

VEHICLE

WOOD GOODS

Wheels
Hubs
Spokes
Rims

Shafts
Poles
Bows
Runners

Plow Handles
Hawns
Tongues
Axles

Reaches
Bolsters
Benches
Doubletrees

Sandboards
Rollers
Cross-bars

HARDWOOD LUMBER

67 HIGGINS AVE. WINNIPEG, MAN.

Write us for Quotations or see us in Manufacturers' Hall at Winnipeg Fair.

GET

the KENTUCKY agency and you will see that it pays to sell a machine that YOU can guarantee.

Kentucky Drills are peculiarly adapted to the needs of the North-West farmer.

ALL STYLES.
ALL SIZES.

Send for Catalogues.

**The American
Seeding-Machine Co.**

Incorporated,
WINNIPEG, Man.

KENTUCKY

Single Disc, Double Disc, Shoe.

"Good as
Wheat in the
Mill."

Grain Drills

Interchangeable.



Regina.

Mr. George Forsyth, manager for the Saskatchewan branch of the Massey-Harris Company, and Mrs. Forsyth, left for British Columbia points recently for a holiday.

Mr. A. R. Fleming, of Regina, has secured the contract for the warehouse to be built for the Massey-Harris Co. at Saskatoon. It is reported that it will be their headquarters for Northern Saskatchewan.

Work has commenced on the mammoth warehouse, 180 x 180 feet, to be erected for the Nichols & Sheppard Co. in North Regina. They are arranging to have a spur track to connect with the Canadian Pacific Railway.

A number of implement dealers were in town on June 21st to attend the Walter Scott banquet. Among those were J. M. Hackney, Rosthern; Mr. J. Currie, Vonda; Mr. F. W. Ferguson, Sedley; Mr. W. J. Miller, Warman; Mr. E. Rollins, Macoun; and Mr. Jas. Smith, Qu'Appelle.

Mr. R. J. White, general manager for Frost & Wood Company, Smith's Falls, Ont., accompanied by J. E. Ruby, the company's Western manager, Winnipeg, was in Regina a few days ago. They were in consultation with their Regina manager, Mr. P. Cooper, respecting a new warehouse which they contemplate building here this season.

Alderman Thos. Wilkinson, who recently resigned his position as

manager for the Fairchild Company in order to devote more time to his large private interests, is building a large solid brick warehouse on his property corner Dewdney and Broad Streets. He will lease this when completed to a wholesale grocery firm who are locating in Regina.

Building a Large Foundry.

The Manson Campbell Co., Chatham, Ont., are erecting a large and up-to-date foundry in connection with their immense plant. It will have moulding machines, travelling cranes, and all other modern devices to be found in a first-class shop of this kind. The building, which is 50 x 100 feet, is a fine brick structure with steel truss roof. The plant of this company is one of the finest institutions of its kind on the continent. For many years they have been running a special factory for the making of their own perforated zinc and wire cloth, and in order to keep up with the development of their farm scale business they are adding this foundry. Their Pitless five ton portable hay and wagon scale, made of steel beams, is said to be one of the best propositions ever offered to the trade. This company have numerous catalogues regarding their fanning mills, scales, kitchen cabinets, incubators, etc., copies of which they will be pleased to mail dealers upon application.

Bonus on Well Drilling Machines in Saskatchewan.

For a number of months past the officials of the Department of Public Works for Saskatchewan have been carrying on negotiations and perfecting arrangements for the granting of a substantial subsidy to purchasers of well drilling machines for use within the confines of that province. We recently took up the matter with the Deputy Commissioner of this department and are in receipt of a letter from him containing the memorandum of the proposed assistance to be granted by the department and the conditions which will govern in making settlements. These are as follows:

CONDITIONS GOVERNING OWNERS OF MACHINES.

(a) Petition must first be forwarded and signed by at least three residents of area where difficulty has been experienced in obtaining water, said area to be specifically provided and not to exceed 36 square miles.

(b) Machine to be approved by Commissioner of Public Works.

(c) Schedule of charges for sinking wells to be approved by Commissioner of Public Works.

(d) Machine to be operated in and not to be moved out of the area mentioned in clause (a) unless permission for removal is granted by Commissioner of Public Works.

(e) Three wells, each to contain satisfactory supply of water or, if not water, each well to be at least 300 feet deep, are to be sunk in this area and proof of same furnished to the Commissioner of Public Works.

ASSISTANCE GRANTED BY DEPARTMENT.

(1) Pay one-half the cost of machine laid down at destination provided cost is not less than \$500 but not over \$2,000.

Note.—This will be paid after owner has complied with foregoing conditions but in the case of clause (e) satisfactory security in the shape of a chattel mortgage may be furnished the Commissioner of Public Works that clause (e) will be complied with and in such a case payment under this clause would be made upon compliance with clauses a, b, c, d and receipt of chattel mortgage. Mortgage to be discharged on satisfactory proof to the Department of Public Works that the wells were sunk.

(2) Pay a bonus of \$1.00 per foot for every foot over 500 feet in any well, but bonus under this clause not to exceed \$500.

(3) If necessary to drill over 1,000 feet in any well, the granting of a further bonus will be considered.

(4) Supply casing and piping at cost. (Note.)—To be supplied f. o. b. Regina, unless purchaser can make equally satisfactory terms with suppliers.

(5) The cost of the machine is also meant to include power for operation.

At the present time we are informed that this covers the provisions of the Order-in-Council which is awaiting the sanction of the Executive Committee, but may be considered as thoroughly authentic and practically settled. Further information in connection with this subject may be secured on application to the Commissioner of Public Works at Regina, or to any of the concerns handling well drilling machinery in Western Canada.

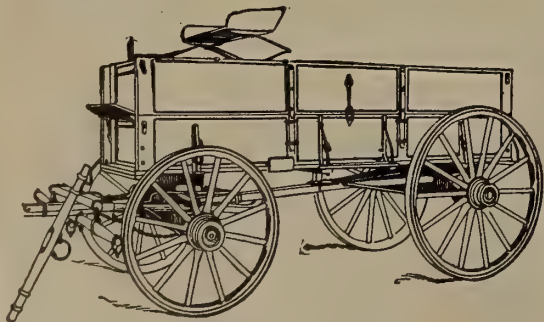
"Prairie Pointers."

The above is a very appropriate title of a new catalogue just off the press for the Sawyer & Massey Co. As its name indicates it is got up in a breezy Western style, always characteristic of the country. There is a freedom from restraint about it and a desire to forget the conventional that at once appeals to the reader. In addition to having many illustrations of their machines the company present numerous cuts of outfits at work, together with about forty halftones of satisfied customers. As well as having the text deal with the construction of their engines and separators there are a large number of testimonials that record the triumphs of the Great West separator and S. & M. engines during the past season. The company will be very pleased to send copies of this list to every dealer making application for same. Do it, and mention our paper as the source of your information.

"All that you dream of and all that you yearn for, and long to be, will be within your reach if you have power to affirm sufficiently strong, and if you can focus your faculties with sufficient intentness on your single purpose. It is concentration upon the thing you wish that brings it to you, whether it is health, money, or position."

THE JACKSON WAGON

Best and most improved wagon in Canada



Your attention is called to
NINE POINTS ONLY

Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1 1/2 inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Has all the points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Jackson Wagon Co., Limited, St. George, Ont.

Western Selling Agents

JOSEPH MAW & CO., LIMITED, WINNIPEG.

THE PARIS PLOW CO., Limited

Manufacturers of High Grade

Plows, Harrows, Feed Grinders

And

"Success" Manure Spreaders

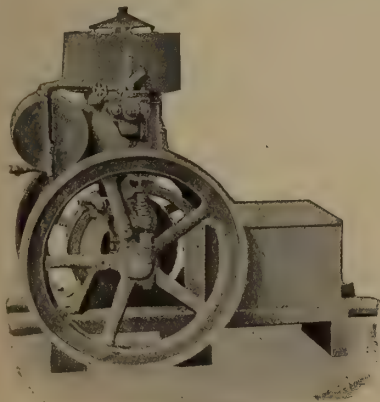
Office and Warerooms:

937 Logan Avenue, West

WINNIPEG, MAN.



"Manitoba" Windmills. The most scientifically constructed in the world. Compression grease cups and interchangeable-phosphor bronze bearings and the reversible one piece pitman. The right combination for a long life.



"Manitoba" Gasoline Engines. Are power perfection. No water tanks. No Gasoline pumps. Anti-friction babbitt bearings. Made in 2 to 50 horse power.

The Manitoba Line

Is the Standard of Excellence.

BUILT IN THE WEST IT MEETS WESTERN NEEDS.

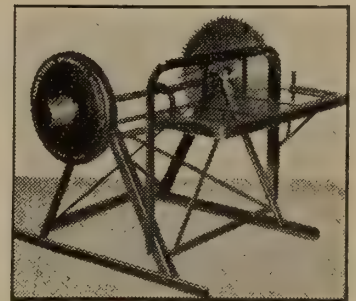
It is a money-maker for the Dealer because it is composed of reliable goods properly made, thoroughly tested, carefully finished and warranted to give satisfaction.

You cannot afford to risk your reputation by handling any line but the best—"The Manitoba."

Our plant being in the West means prompt deliveries, low freights, cheap and quick repairs.

We manufacture the Daisy Hayes double cylinder force pump in black or galvanized iron.

Write for catalogues, prices and terms and remember we protect the trade.



"Manitoba" Steel Saw Frames. Absolutely all steel. Heavy angle steel frame and table. Adjustable ball and socket split boxes. Note the steel cross braces.



"Manitoba" Pumps. Made from thoroughly seasoned stock. Porcelain lined cylinders known, and recognized throughout the West as the "Best."

MANITOBA WINDMILL and PUMP CO., Ltd.

BRANDON, MAN.
BOX 301

To Purify Politics Purify Business.

Several publications during the past few months have devoted considerable attention to the subject of purity in business life. The contention is that our political life is a reflex of the methods which govern in our industrial and commercial enterprises, and that until our business transactions are conducted on a more honest, truthful and uncorruptible basis it is useless to think of any political reformation.

One of the most deplorable features of our national life to-day is the low estimation in which the men who make our laws are held by the greater proportion of the people. The dignity of statesmanship is forgotten and mercenary motives are attributed to almost every man who enters the arena of politics. Unquestionably many deserve the condemnation from the start. Some consider they "might as well have the game as the name," and act accordingly. But all our public men are not corruptionists and the sooner the people arise to the realization of this fact the sooner will the improvement of politics take place.

Undoubtedly there are many things in present day business life that are examples for politicians. Saturday Night, of Toronto, in discussing this matter in a recent issue said:

"Much is written and spoken about corruption in politics, but when you get a business man to sit down and talk to you about such

instances of sharp practice in trade as have come under his observation, you are forced to think that the bribing of voters and the stuffing of ballot boxes, are the fit and natural expression in our politics of the business life of the times. We can scarcely expect that the ward-heeler in politics will exhibit a nicer honesty than that which he finds prevailing to a large extent in the business life of the community. When a man talks about the need for a purification of politics, he should pause to ask himself whether the trouble does not originate elsewhere than in the party. He may find that it flows not from politics to the people, but that from the people it floods politics. And a man should ask himself what it is that he stands for, assents to, overlooks—dishonest and therefore dishonorable, but which he weakly excuses on the ground that "others do it," and that he is compelled to protect himself. Ten thousand little sources trickle evil, and the aggregate of it is great."

Continuing this writer says:

"A man at the head of a large concern tells me that those of his employees who purchase supplies for his firm are in the pay of the companies that sell these supplies. In regard to some of these employees he has indisputable proof, and presumptive evidence against others. A manufacturer tells me that his salesmen complain that they are greatly hampered by his refusal to provide a fund for "greasing" the hands of managers, foremen and confidential clerks.

He tells me of men coming to him direct and asking to be subsidized or they will "knock" his goods. He has clear proof showing names, dates and amounts paid by rival firms. It is not always safe, however, to assume that a firm has authorized this corruption, for there are cases where a salesman on commission, to improve his position, will split his commission with a crooked purchaser; nor is the buyer always crooked, for sometimes he will take the rake-off, include it in the transaction and give his employer the advantage of it. But the system aims to be dishonest, is conducted guiltily and corrupts those engaged in it. There is a great deal of this treason to trust practiced in this and other cities—and the captain of industry who sends out bank notes, gold watches or marble clocks to other men's employees is not always aware how many presents of a similar nature are regularly reaching his own lieutenants. A man who has built up a big concern in the past ten years tells me that present-day business is honey-combed with this evil, and mentions specific instances that have come under his own eye. Now and then a man drops out of an excellent position, and sometimes the reason is that his employer found that trust in him was misplaced. Yet that man, losing his position through that cause, misled himself by a system of false reasoning that passes current in these times. He would say to himself when he accepted a rake-off: "This does not come out of

my employer, but out of the other fellow. I made this purchase at the lowest possible figure; the price is all right, the goods are all right. If I had not taken this money, that salesman might have kept it and pretended that he had given it to me. If after taking it, I should hand it over to my chief, he would make no end of a row and get that salesman discharged, and I must not get him discharged for he meant to deal generously by me." He reasons thus, but he does not reason further that when he has once accepted a bribe he has entered into an improper relation with the man who paid him the money, and can no longer serve the interests of his employer with his former independence. Presently he begins to realize that if the facts are known he would lose his position, and he develops a wolfish self-interest. When a man goes wrong he soon makes speed.

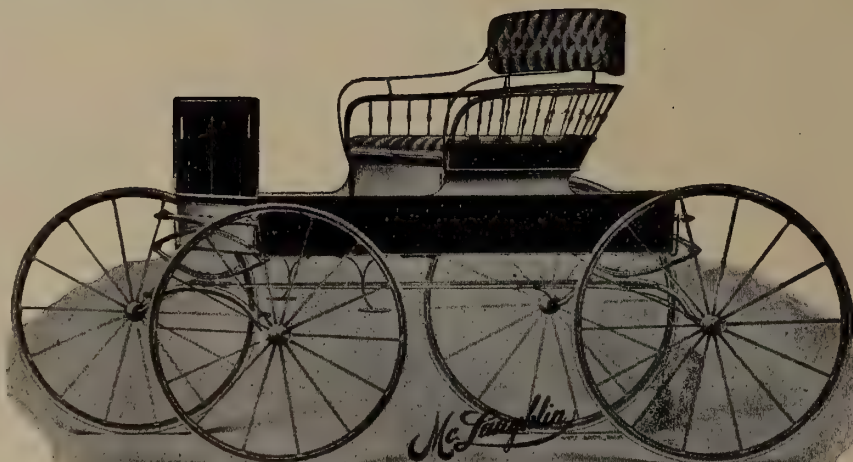
"Nor does the man who pays the bribe fail to reason falsely in finding self-excuse for his conduct. 'I am selling goods,' he tells himself, 'and I'm selling at rock bottom. For instance, I have just sold a machine and I gave a ten dollar bill to the foreman who will have charge of it. Now it's worth ten dollars to us to put that man in good humor with that machine, otherwise he might grumble that this, that or the other thing was wrong with it. There's nothing wrong with it—it's the best of its kind made. It costs us ten dollars to make sure that the machine will get fair play.' He reasons plaus-

McLAUGHLIN CARRIAGES

ARE BUILT IN

When in the city attending the Fair we invite you to call and visit our commodious showrooms and office building corner of Princess Street and Ross Avenue.

It will pay you to investigate our goods before contracting.



138 STYLES

IF you want satisfied Customers sell

McLAUGHLIN
ONE-GRADE
CARRIAGES.

A large stock for sorting
trade carried at
WINNIPEG,
REGINA,
CALGARY.

McLAUGHLIN CARRIAGE CO., LIMITED,

Factory; OSHAWA, ONT.

WINNIPEG.

Write for our latest Catalogue.

ibly, but has he not bribed that foreman to express satisfaction with the machine no matter how it works? Has he not turned a workman, who may have been honest, into a grafter? Nor does the salesman who hands out these tips always find the system one that works to his advantage, for he cannot produce vouchers for his disbursements, and some day he learns that he is under suspicion of grafting on the graft fund he has been handling. In fact, the whole system breeds suspicion and distrust, for it is founded on treachery—however it may be disguised under pleasant names and excused by smooth talk. Men do not converse much about this thing. They affect to know nothing about it, but many people must know a great deal more about it than they care to admit. The evil is not one easily remedied, because it is so secret, although it is seldom as secret as the parties to it suppose. There is no remedy except this—let each firm see to it that it expends no corruption fund of its own, and that it closes out its account with any firm that attempts to undermine the fidelity of its employees.”

Probably the view taken by this

writer is much exaggerated, but that is questionable. It cannot be denied that there is considerable graft in business, and his assumption that industrial and commercial life are the source of it rather than that it emanates from the field of politics is undoubtedly sound. Our political life is the natural expression of our business life and if we do not hold the highest ideals of truth and common honesty in the latter how can we expect it in the former. To purify politics we must purify business.

Your Proposition.

Regardless of theories, difficulties, or continual trade evils, your selling proposition evolves itself into just one thing: viz., to educate the prospective buyer of your product up to a point where its usefulness, value, adaptability and economy appeal to him with greater force than do these same qualities in your competitors' goods.

That is the sum and substance of the business in which you are engaged. These are the points that must be sunk deep into the brain of your possible customer.

The Vast Possibilities of the Implement Trade in Alberta.

One scarcely knows where to begin to deal with a subject so important in its relation to the province as that at the heading of this article.

The political vote-catcher holds up the implement men to the execration of the farmer, but, notwithstanding that, no body of men are so essential to the well-being, prosperity and success of the farmer as those very people.

If the farmer grew no grain, the Canadian Pacific Railway would have none to haul and the merchant would get no money, and the country would be given over to its primeval state.

All this is changed by the advent of the implement man who, at a comparatively low price on long terms of payment, furnishes the poor homesteader with the necessary tools with which to abstract from nature's storehouse the food for millions.

While farm machines have been sold in Alberta ever since the Canadian Pacific Railway made its way into the territory, some even were sold in small quantities to traders at

the outposts twenty-five to thirty years ago.

In the early years before the railway arrived, and after for many years, the machine business in Alberta was not a very great factor in the world's commerce nor even in its relationship to the trade of Western Canada. The reason for this is easily seen because only the coarser grains were sown and brought very meagre returns to the farmer for his arduous labors.

The grain market was eastward and the inadequate transportation facilities precluded the farmer from getting proper remuneration.

The machine business really only came into existence during the present century. We say that because the amount of business done since 1900, as compared with that done previously, is so much greater that the entire business of the nineteenth century fades into insignificance.

It is only within the last four or five years that the implement firms of the East have established branches in Alberta. Previous to that the concern doing the largest business here had only local agen-



CHATHAM WAGONS

Mr. Dealer,

A Farm Wagon is no better than the material entering into its construction.

There is a standard for everything, and by which the rest are measured; in the Wagon field,

The Standard is the Genuine Chatham Wagon

All Wagons look alike when they are standing on your floor, or in stock, but when they are put into actual use the difference is very apparent. There is as much difference between Wagons as there is between a thoroughbred horse and an "old skate."

Chatham Wagons are the thoroughbred kind, because they have Oak Poles, Reaches, Bolsters, Hounds, Rims, Spokes, and Hubs, and all thoroughly air-dried stock. They are ironed off in a substantial manner throughout, with half-oval edge Tire on the Wheels. The Boxes are as near grain-tight as it is possible to make them: Bottoms of Long Leaf Yellow Pine, Grain Strips on the inside of Boxes; Bottoms reinforced where they rest on the Front and Hind Bolsters; one Lock Rod to each side of a Double Box, and two Lock Rods on each side of a Triple Box; patent Endgate for dumping, Seat Hangers ride outside, Boxes 11 ft. long, perfectly smooth on the inside, and all made out of the very best of material, properly seasoned, and painted from start to finish with old-fashioned Lead, neatly striped and varnished.

The freight is exactly the same on these high-grade Wagons as on the cheap kind, and there is every reason why you should provide your trade with the best that is going.

Good live dealers have found that they can get several dollars more for a Chatham Wagon than any other make, because the teamster, the farmer, and every other user of Wagons wants a dependable kind.

HANDLE THE CHATHAM LINE

which has the material and the construction, and twenty-five years' experience behind it.

MADE BY

THE CHATHAM WAGON CO., Ltd.
CHATHAM, ONT.

SOLD BY

TUDHOPE, ANDERSON & CO., Ltd.
WINNIPEG, MAN.

cies, and these at the principal towns.

When the subject of opening branches here came before the directors of the home offices many expressed doubts as to the advisability of establishing houses in a ranching country, for, of course, "Alberta will never grow grain," was what many of them said, but all of these concerns and their directors, without a single exception, have had reason to change their opinions.

Rented warehouses have given way to new warehouses built and owned by the concerns themselves, and scarcely had the carpenter's hammer ceased its sounding or the painter's brush its waving when the quarters were again found to be inadequate. New buildings had to be leased or erected and even yet the warehouse accommodation is insufficient. So much so that at least 300 carloads of farm machines are at this writing housed in the open with nothing but the canopy of heaven as a roof.

It is safe to say that Alberta's consumption of farm machines has already exceeded that of the Maritime Provinces and Quebec com-

bined and within a very short period will lead the provinces of Canada, with the possible exception of Saskatchewan.

It is not only the consuming power of Alberta which makes it a desirable province for the implement man but, with the development of the country, the opening up of the grain trade with China and Japan, and the working of the mines, the mixed sources of revenue will make it a paying province.

When the price of our wheat is no longer based on the price at Fort William, less freight to that point, and when flour from wheat which we grow ourselves is no longer sold at Winnipeg prices, plus freight, both of which changes are sure to come in the near future, then the farmers will be able to buy all they need and pay for what they buy.

I am not a prophet, but I want to state here that in the present decade Alberta will be called the "Banner" province of the West and will merit the name even to a greater degree than Ontario merits the title of the banner province of the East.

Mixed farming pays if climate and soil lend themselves kindly to it, and at no place under the flag of his Majesty the King is there as many happy combinations which

go to form the basis of farmers' prosperity as in Sunny Alberta.

Mild climate—pure water—continuous pasturage—fuel 'neath half the farmers' property, free for the digging, and everything else needed for a happy and prosperous people are our possessions and if these don't promise well for the implement man then I am a dreamer and many of Canada's smartest men are still asleep.

Oolyam.

Canada's Foreign Trade.

The statement of Canada's foreign trade issued by the Customs Department, June 13th, showed an increase in the aggregate trade of the country of \$7,696,094, for the first two months of the present fiscal year; that is, for April and May. The total trade was \$86,375,584 for the same two months last year. There was an increase in the imports of \$12,922,984, and a decrease in the exports amounting to \$5,226,890. This decrease is attributed to the backwardness of the season and also to labor troubles. For the month of May there was a decrease of nearly \$2,000,000 in exports and a gain of almost \$8,000,000 in imports. The losses for the two months were as follows: \$250,000 in fisheries, \$1,250,000 in forest, animals and their produce \$1,500,000, agriculture \$2,500,000 and manufactures \$500,000. There was an increase of \$50,000 in the produce of the mine.

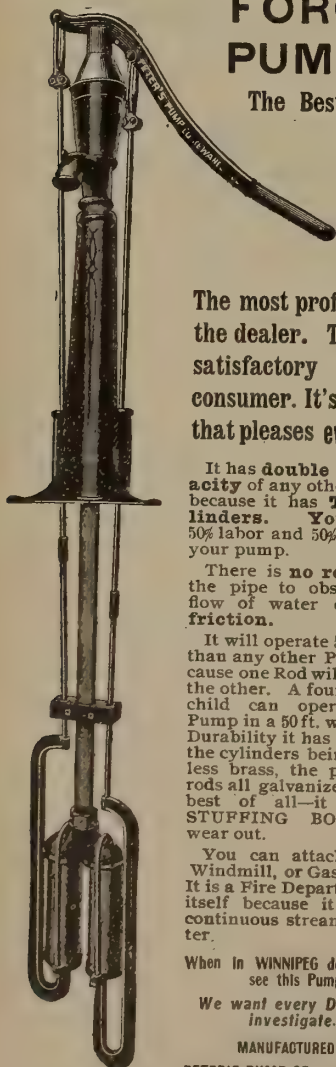
The Cost of an Acre of Wheat.

There has been a great deal of speculation as to what expense a careful, thorough farmer had to go to in order to produce an acre of wheat. Dealers will read with interest the following result of a test to determine the actual cost of such production, which was carried on at the Brandon Experimental Farm last year. The experimental acre on which the test was made gave a yield of twenty-nine bushels to the acre at a cost of \$7.76. It is understood that this included every item of expense, and also two years' rent, or interest at six per cent. on land, valued at \$15 per acre. The items of cost, as given, are enumerated below: plowing once, \$1.25; harrowing twice, 20c; cultivating twice, 40c; seed 1½ bushels, 75c; threshing \$1.46; teaming to market four miles, 29c; rent or interest \$1.80; wear and tear on farm implements, 20c. A man's time is figured in on each individual item.

Great Progress in Egyptian Agriculture.

Under British protection Egypt continues to advance in development and prosperity. According to statistics just issued for last year that country's imports were something in excess of \$12,000,000, over those of 1906. The importation of agricultural implements for 1906 was divided as follows: Great Britain \$881,135; Switzerland \$95,151; Germany \$57,477 and the United States \$20,769. To the completion of the magnificent irrigation works, recently concluded for the regulating of the waters of the River Nile, is attributed the greatly increased interest in and development of agricultural pursuits.

The PETERS Double Cylinder FORCE PUMP



The Best Hand Force Pump that Money Can Buy

The most profitable to the dealer. The most satisfactory to the consumer. It's a pump that pleases everybody.

It has double the capacity of any other Pump because it has Two Cylinders. You save 50% labor and 50% wear on your pump.

There is no rod inside the pipe to obstruct the flow of water or cause friction.

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump

We want every Dealer to investigate.

MANUFACTURED BY

PETER'S PUMP CO. KEWANEE, ILL.

W. JOHNSTON & CO., Limited
General Agents: WINNIPEG

LLOYD'S Handy Low Down Suspension Spring Wagon Seat.



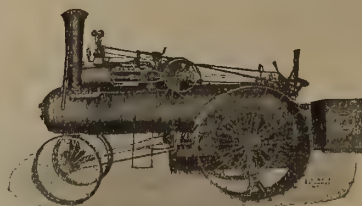
The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

DEALERS: There are 250,000 farm wagons used in Manitoba, Saskatchewan and Alberta, all having the old, high spring seat. You can sell thousands of our seats to these people. Why not try it? There is money in it for you.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

WATERLOO THRESHERS AND ENGINES



Superior quality Engines 16 to 25 h. p. Heavy Gear Plowing Engines.

Separators "Champion" and "Manitoba Champion"—Sizes 33-42 to 40-62.



HEAD OFFICE AND FACTORY;
WATERLOO, ONTARIO, CANADA
BRANCH OFFICE AND WAREHOUSE:
WINNIPEG, MAN., AND REGINA, SASK.
Write for Catalog and mention this paper.

ADDRESS:

Waterloo Mfg Co., Limited

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.
Factories: St. Louis, New York.

NICHOLSON AND BAIN, Agents
WINNIPEG, MANITOBA.

Brandon.

Mr. Joseph Bryan, of Tudhope & Anderson Co., of Winnipeg, was a visitor to the city recently.

Mr. F. Waller, manager for the Sylvester Bros. Mfg. Co., here, was a visitor to Winnipeg recently.

Mr. L. Hartshorn, of the American-Abell T. M. Co., was in the city recently. He took in the Blyth plowing match.

Mr. R. Cochrane, representing the Fairchild Co., was in the city a short time ago.

Mr. D. McKellar, of the firm of McKellar Bros., returned from a trip to Saskatoon and other western towns some weeks ago.

Mr. R. Walker, representative of the Armstrong Carriage Co., Guelph, Ont., was in the city on his return from a western trip recently. He reports business good.

Mr. T. W. Craven, of the collection department of the J. I. Case T. M. Co., Winnipeg, was in the city recently as also was Mr. J. McIntyre of the same company.

Mr. James Shirriff, formerly of Brandon but now of Arden, Man., was in the city a short time ago.

He reports everything looking good at his home.

Mr. W. Mills, of the Perrin Plow Co., Smith's Falls, Ont., was in the city in the interest of their plow business during the past month.

The Morden Ltd. Siche Gas Co. is another local enterprise that is working up a very extensive business, their plants being found in nearly every town and city between Winnipeg and Edmonton.

A new wholesale and retail harness business has been opened up under the name of Walter M. Borbridge & Co. Their premises are on 9th street.

Mr. H. Baker, office manager for the Massey-Harris Co., Winnipeg, was in the city on his way to Southern Manitoba recently.

Mr. S. S. Bean and Mr. G. R. Bowles, representing the American Seeding Machine Co., were in the city in the interests of their company since our last report.

The first large engine gang plow for this district was started a few days ago at Forest, by Mr. J. E. Naismith and Mr. R. Campbell of the Cockshutt Plow Co. The pur-

chaser was Mr. George Burt, of Oak River, who was very much pleased with the results.

Mr. John Adams of the Cockshutt Plow Co., Winnipeg, spent last Saturday in the city.

The annual meeting of the Brandon Machine Works was held a few days ago. The following directors were elected: Messrs. G. R. Coldwell, D. H. Scott, E. H. Johnston, J. W. Thompson, T. S. Matheson, E. Evans, J. S. Maxwell. Mr. G. R. Coldwell was elected president and Mr. D. H. Scott vice-president, J. W. Thompson, manager; and D. Watson secretary-treasurer. Mr. Thompson reports a big demand for their gas engines, to which branch of their manufactory they are devoting a large part of their time. Mr. Thompson leaves this week for the East and will visit Toronto, Montreal and other cities before his return.

The Brandon Electric Light Co., of Brandon, are making big changes in their plant and buildings. They are at present putting up an addition of 90 x 120 which will contain seven high pressure

boilers, 125 horse power each. They are also putting in a coal handling apparatus and a brick smoke stack 125 feet in height. The total cost will be between \$40,000 and \$50,000.

The Ever Ready Fire Extinguisher Co., is one of Brandon's manufacturing firms that report business in their line as increasing every day. They have supplied fire department engines to Yorkton and Wolseley and are shipping one to Hamiota. They have also installed a number of stationary plants in various hotels and warehouses throughout the country.

We are pleased to report fine rains for the last three weeks which are making a great difference in the growing crops. The crops to the north of Brandon are looking very well, being a good healthy color and covering the ground fairly well. They are at least two weeks behind and will require good warm weather to mature before the usual harvest time.

"What most men call bad luck is not that chance does not present itself to them, but simply that they let it go by and miss it."

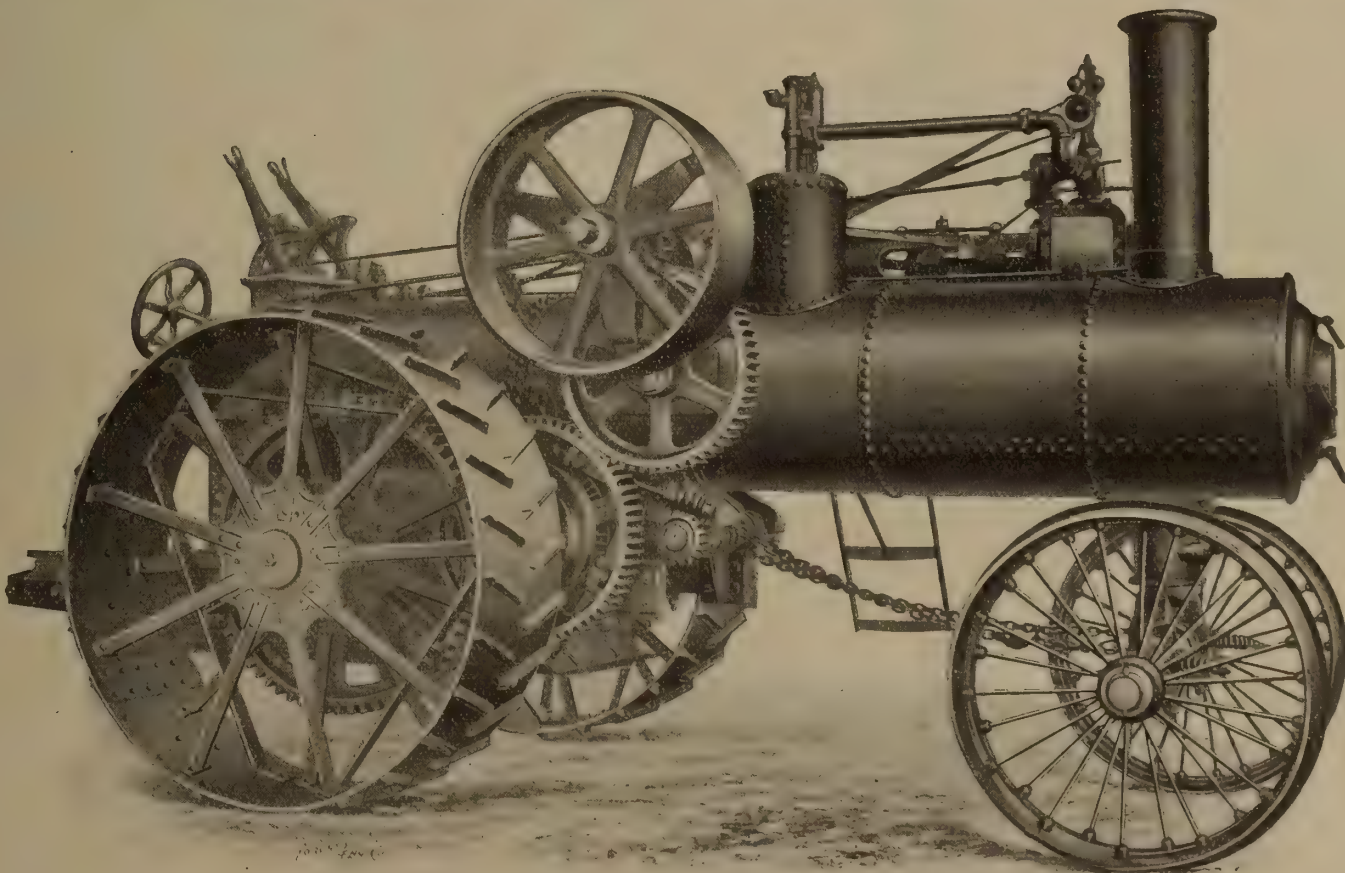
We manufacture
A Full Line of

Threshing Machinery

Equal to the
World's Best.

We are
located
directly
opposite
carriage
entrance to
Exhibition
Grounds.

You are
cordially
invited to
visit us.



We will
have a
working
exhibit on
our own
grounds.

You are
cordially
invited to
visit us.

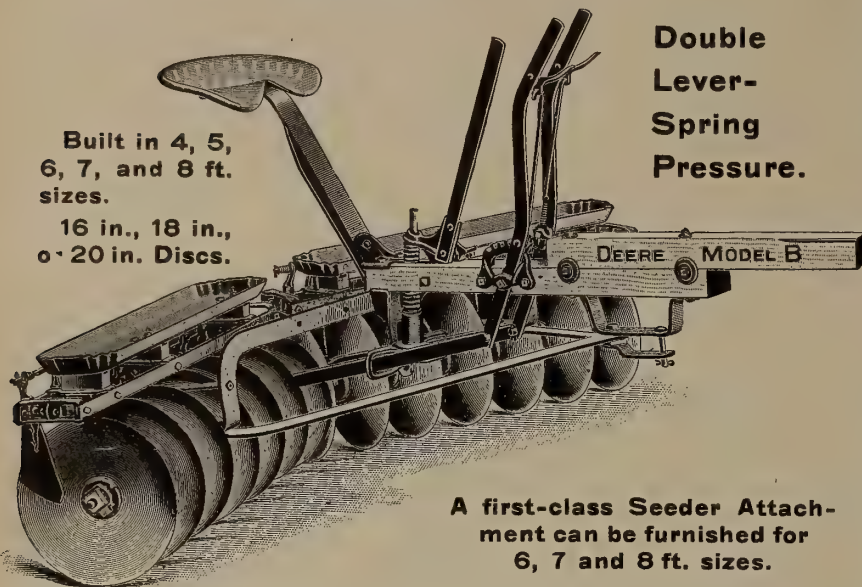
American-Abell 26-H.P. Simple Traction Engine

American-Abell Engine and Thresher Company, Limited,
TORONTO, ONT. WINNIPEG MAN. REGINA, SASK.

DEERE DISC HARROWS

STRONGEST · HEAVIEST · BEST

MODEL "B"



Built in 4, 5, 6, 7, and 8 ft. sizes.

16 in., 18 in., or 20 in. Discs.

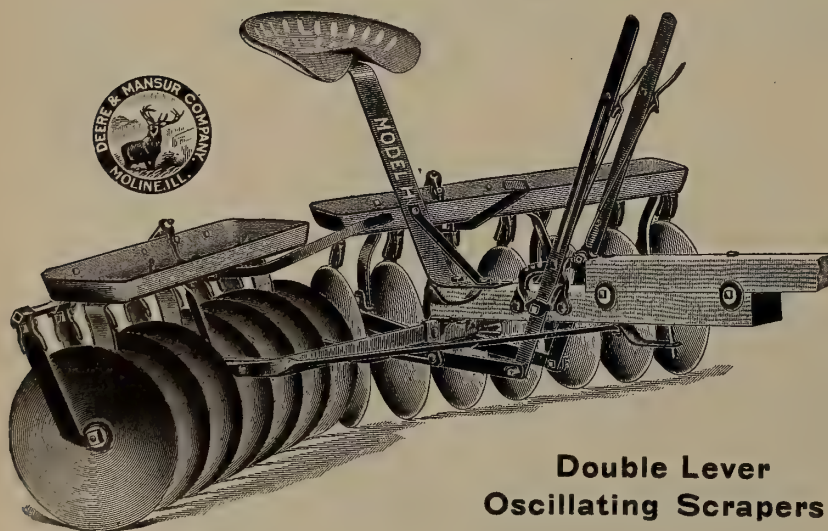
Double
Lever-
Spring
Pressure.

A first-class Seeder Attachment can be furnished for 6, 7 and 8 ft. sizes.

The Model "B" has many points of excellence. General Construction, very heavy and strong. High Frame, Steel Shanks, Wood Bearings, Extension Oil Tubes, Double Leaf Seat Springs, Small Bumpers, Stub Tongue, Low Hitch, Third Lever with Spring Yoke makes the only Flexible Harrow built. Talk these points to your customers, and you can readily sell Model "B's" because they are found on no other harrow.

WRITE FOR FULL PARTICULARS

MODEL "H"



Double Lever
Oscillating Scrapers.

The Model "H" is slightly lighter in weight, but amply strong. Built in 6, 7, and 8 ft. sizes; 16 in., 18 in., or 20 in. discs. Double Angling Levers, Stub Pole, Extension Oil Tubes, Pressed Steel Weight Boxes, Wood Bearings, Steel Shanks, Spring Pressure Oscillating Scrapers. Cannot be furnished with Seeder attachment.

GENERAL AGENTS:

THE FAIRCHILD CO., LIMITED

REGINA WINNIPEG CALGARY

MANUFACTURED BY

DEERE & MANSUR CO. MOLINE ILL.

The Development of Agricultural Machines.

From the early days of the ancients up until the beginning of the nineteenth century agricultural operations were almost entirely performed by hand. Horses or cattle were used for plowing and harrowing, but upon man fell the laborious task of seeding, planting, cultivating and harvesting the crops. Farming was carried on on a limited scale and the "bonanza" farm was not a profitable possibility until the introduction of modern implements and machines for farm work.

For something like four thousand years the reaping hook and cradle were the most successful harvesters known. Early last century men began to invent contrivances to supplement these, but it was not until 1831 that a really practical device was produced. Since that time many inventions have been brought forward, a large proportion of them never having got beyond the experimental stage. Others were more successful but it was not until about 1845 that the first successful reaper was placed on the market.

The balance of this article is taken from a pamphlet issued by the International Harvester Co., and covers the development of agricultural machines:

The underlying principles of the early machines are the same as those used today, viz.: the reciprocating sickle, reel and platform; the motive power was oxen or horses, hitched either to the side, and front or behind in the same manner as the modern headers, and the grain forced to the sickle by the reel was cut and dropped to the platform. A man walked along the side of this platform and removed the grain with a hand rake as soon as enough accumulated for a gavel. Some of the machines were constructed so the gavels were raked off behind instead of at the side of the platform. The great difficulty encountered by these pioneer reaper inventors was the sickle. Many different devices were tried, but nothing equaled the reciprocating knife. The first improvement of any particular merit was a seat for the man who raked the grain off the platform, and several years later the self-rake was added. This feature was a long step toward the reaper of today. It enabled one man to drive and

operate the machine; the reel was equipped with a rake in such a manner that it swept the grain off the platform with every revolution of the reel. The later improvement was the arrangement of the reel into rakes, so timed that every first, second and third rake would discharge a bundle. The reaper of today is built largely on this principle.

FORERUNNER OF THE BINDER.

The beginning of the harvester which preceded the modern binder dates back to about 1855 when experiments were tried with machines that cut and elevated the grain to a platform, on which two men bound it. These machines were not successful, owing to prejudices of farmers against anything but a reaper, and owing to the poor construction of the machines themselves. There was a prejudice against harvesting machines, because it was generally believed the machine in the end might reduce the demand for labor at harvest time. In some localities trials were arranged, and men who could bind alone exhibited their ability; even farmers' daughters who had acquired a knowledge of binding were taken to trials and bound grain to show the men what could be done. In this way the machine gained popularity. Harvesters of this type were used until 1877, when the automatic wire binder was substituted for the two men. A few years later the twine binder superseded the wire tying apparatus, and improvements have been added from time to time, until now the modern self-binder is a marvel of simplicity and effectiveness.

From the first experiments with the reaper about the beginning of the nineteenth century until 1890, wood was used largely in the construction of machines. At this time, iron and steel began to replace wood, and is now used to such an extent that the modern binder is essentially a structure of iron and steel.

EFFECT ON CIVILIZATION.

Some economists have estimated that the invention of the reaper moved civilization westward at the rate of 30 miles a year. Seventy-five years ago the area of the inhabited part of this country was mainly confined to a few thinly settled states on or near the Atlantic sea coast. Farmers were eking out an existence by hand methods on their small and unproductive farms. The amount of grain a

man could raise depended on how much he could harvest. He sowed as much in one day, broadcast, by hand, as he reaped in the entire harvest. He did his threshing on the barn floor with a flail during the winter. Crude mills ground out the meal for the frugal people. Transportation facilities were ample for all purposes.

What a change came with the reaper! It was gradual, yet sure. When the sturdy sons of agriculture began to realize that they could increase the profits of their labors, then was the beginning of our great prosperity. More ground was needed so that the grain grower could have larger fields to harvest. The reaper enabled him to cut and bind so much more grain during the harvest season that the eastern farms were too small. Men began to push westward, and, hearing of the fertile prairies of the middle west, they emigrated, taking with them their precious reapers.

MADE RAILROADS NECESSARY.

Railroads were small and limited to a few miles of eastern territory—their principal business was carrying people. It was not until farmers began to grow a surplus of grain that these gigantic traffic organizations began to develop. When the necessity for some better means of transportation arose, then the railroads began to grow. Some of the roads out of Chicago to the Pacific coast were built on the vast plains of virgin soil that had never been trodden by civilized man until the spikes holding the rails were driven in the ties. The builders of the railroads knew the unlimited resources of this great expanse of territory, yet they never would have lifted a hand to open this grain-growing paradise, but for the reason that they knew farmers were equipped with machines that would enable them to till the soil on an extensive basis, and in this way give them traffic. Had the reaper never been invented, it is a conjecture whether or not railroads would ever have become what they are today.

The ever-increasing demand for reapers caused manufacturing plants to spring up everywhere, and they required iron and wood which must be secured from mine and forest and made into materials for machines. These in turn necessitated foundries, saw-mills and facilities for shipping both the raw materials and the finished products. Industry after industry was started, and they have developed into gigantic establishments.

EXPANSION OF AGRICULTURE.

As soon as farmers saw that their labors were not limited, that they could harvest more grain than they could sow with the old tillage and seeding implements, they realized the necessity for better tools—they must have means of sowing more wheat. Steel plows and improved harrows of different styles and kinds were developed from the

meager tools that were then in use. The farmers in the west usually made their own spike tooth harrows, as they were called. They made the frames from wood and inserted teeth—forged by the village blacksmith—into holes bored through the frame. The spring tooth harrow is an invention of the last generation. The disk harrow is a comparatively recent invention, the first style coming into existence in 1845. The disks on this harrow were arranged on a gang very similar to the present implement. The use to which the first disks were put has not changed materially. One of the first patents for the disks was the attachment for the seeder. Drills of the most modern design still retain this feature. The regular disk was used to soften hard and lumpy ground, and pulverize broken prairie soil. The disk harrow has come to be so popular that it is used for bedding up land for seeding, and cultivating corn and cotton, as well as the first uses to which it was put.

While these inventions were enabling the farmer to grow more grain, the demand for the thresher became imperative. The modern threshing machine is the outcome of this necessity.

MODERN METHODS.

Even in the hay fields, inventions have been so numerous that the method of handling hay by hand is a thing of the past. The hay fields of the west were so large that means had to be found to handle the crop faster and to better advantage. The old revolving hand dump rake was the first that proved practical. From this came the spring tooth sulky rake, and later, side-delivery rakes and hay loaders came in quick succession. Haying is no longer the hard, burdensome labor that it was. The farmer mows the grass by horse-power, loads it on the rack with a hay loader, drives to the barn and stows it away in the mow with a hay fork, or stacks it in the field with sweep rake and stacker.

All the various lines of farm machines have been improved to such an extent that the farmer is now practically dependent upon no one but himself. The cream separator has done away with the drudgery of the old fashioned dairy, and greatly increased the earnings of cows; the manure spreader increases the fertilizing value of manure 100 per cent.; the hay press enables the farmer to put his hay in the most desirable form for shipping and storage; the gasoline engine furnishes the most economical power for all farm purposes. Whenever the farmer wants to grind feed, he has his feed grinder, and to such a fine point have farm tools been improved that when the mower knife becomes dull, the operator can have a knife grinder ready to clamp on the mower wheel, and re-sharpen the sections without any delay.

The Wilkinson Plough Co., Ltd.

Toronto, - - Ont.



The Great Western

Endless Apron

Manure Spreader

Lightest Draft

(THE WHEELS TRACK)

Endless Apron

(ALWAYS READY TO LOAD)

Perfect Pulverizing

(ALTERNATE BEATERS)

Our Catalogue tells of other points.

Write for it.

The Stewart-Nelson Co., Ltd.

GENERAL AGENTS,

Winnipeg

Tariff Revision Over the Border.

Nothing is more indicative that tariff revision is a matter uppermost in the minds of many manufacturers over the boundary than the resolutions passed at the recent gathering of the National Association of Manufacturers of the United States in New York.

Mr. H. E. Miles, president of the Racine-Sattley Co., of Racine, Wis., and chairman of the committee on reciprocity and tariff reform of this organization, presented a very strong report. He stated that the whole matter had been submitted to members of the association. Out of 1800 replies 350, or twenty per cent., were radically opposed to revision, eight per cent. were opposed to revision at this time owing to fears of the unsettlement of business, while the balance came out strongly in favor of tariff revision, and many of them for most radical changes. The following are the resolutions presented and unanimously passed.

Resolved: That the National Association of Manufacturers declares itself in favor of a revision of the tariff at the earliest practicable date, and the making of

treaties of reciprocity meantime, as originally provided for by the present tariff laws; and,

Whereas, the members of the National Association of Manufacturers have, by correspondence, expressed themselves in the proportion of eight to one that, to secure a thoroughly intelligent revision of the tariff, there should be established a non-partisan tariff commission not unlike the present Interstate-Commerce Commission, with semi-judicial powers, as, for example, to summon witnesses; this commission to investigate thoroughly and scientifically the various schedules, and from time to time submit their conclusions in the form of recommendations to Congress and the executive; therefore, be it

Resolved, that the National Association of Manufacturers formally declares itself in favor of such a commission, and hereby instructs its officers to make every reasonable endeavor to secure the appointment of such a permanent commission at the earliest possible date.

Recently the Implement Trade Journal of Kansas City, Mo., solicited expressions of opinions from

many of the leading implement and vehicle manufacturers across the line re tariff revision. The following is a copy of a reply received from Mr. C. H. Deere, president of the firm of Deere & Co., of Moline, Ill. As head of one of the foremost concerns of its kind, Mr. Deere's views are of particular interest, especially when it is remembered that he has always been favorable to a protective tariff.

"Office of Deere & Co.,

"Moline, Ill., May 8.

"To the *Implement-Trade Journal*. Your letter at hand asking for our views on tariff revision.

"We have always considered ourselves pretty good Republicans and favorable to a protective tariff. It seems to us, however, that the country has arrived at a state where the present tariff should be overhauled and reduced. We do not see any occasion for tariff on iron, steel, lumber and coal. The large interests have so absorbed this business that prices are controlled without any regard to cost of the product, or what it could be sold at with reasonable profits. For instance, the Standard Oil Co. and the United States Steel Corporation are publishing dividends entirely unwarranted by their business and which could only be maintained at extortionate rates for their manufacture, which they are enabled to keep up in part by their tariff monopoly of the business. We can say the same of the lumber business, and we presume it is human nature that people, as a rule, will take about all they can get for their product without going very much into the question of how long they can maintain themselves, and where the extortion will land them.

"Other industries are ready to force their monopoly as soon as the Government interference in these questions is settled, and as soon as the people let up on "this spasmodic war" and get used to being led and bled.

"The Republican party, while in power, should make this revision—the only safe party that can be entrusted with the question. If they are not equal to it, their usefulness is at an end.

"In the matter of reciprocity with other American countries—our neighbors on the north and south—we favor absolute free trade, or a fair system of reciprocity. The reciprocity scheme which the Republican party promulgated a few years ago through

Blaine and McKinley should be brought into force and a trial made of it.

"Yours truly,
"C. H. DEERE."

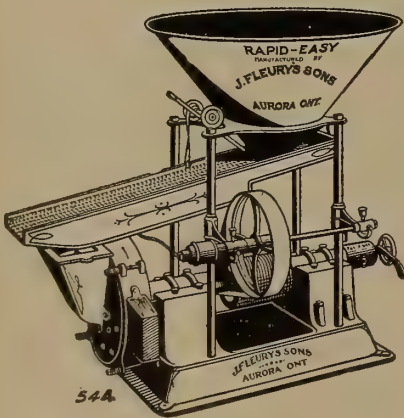
Full of Valuable Matter.

The Well Machine & Windmill Co., of this city, recently favored us with a copy of their Austin well drilling machine catalogue. This is a very neatly gotten up publication of sixty-eight pages. It contains a large number of full page illustrations showing different types of the company's products, which consist of well drilling and prospecting machinery for water, oil, mineral, or gas, and for any size or depth, and it is full of valuable information regarding these lines. Mr. C. S. Tyrrell, manager of the company, recently stated that the outlook for the well drilling machine business in the West was exceedingly bright. Particularly is this the case in the province of Saskatchewan. Mr. Tyrrell has been a most active worker in getting this province to bonus the purchasers of well drilling machines. His company will be pleased to mail a copy of their catalogue to dealers making application for same.

New and Novel in Design.

The Annuity Co. of Canada, whose head office is in Winnipeg, recently sent us a calendar of a somewhat novel design. To our mind it is the first successful device breaking away from the usual form of wall calendar. For example, if one desires, two or more months may be shown upon the face of the calendar at one time. To ascertain the day of the week for any certain month through the year it is only necessary to find the date wanted, follow up the column on the calendar to the week line of that particular month, and there the day appears right in front of the seeker. In the old style of calendar when the location of the date of the month changes, there is a loss of time in finding any specified date, whereas in this new device, the date of the month being stationary, one has only to locate the date of any certain month to get the information he wants. In our opinion the company are to be congratulated on their adoption of this calendar, and we believe any dealer who desires one of them will find it a useful and convenient article. Requests should be addressed to the head offices of the company at Winnipeg.

THE FAMOUS "RAPID-EASY" GRINDERS



The **largest line** made in Canada.

In **sizes** and **styles** (patterns) adapted to all powers—Tread or Sweep Power, Windmill, Gas or Steam Engine.

More work, of best quality, with **same power** than by any other grinders.

Construction and Finish **perfect**.

Thousands in use and giving highest satisfaction.

The best is **cheapest**; an **inferior** machine is **dear** at **any price**.

You want only the best.

This cut shows Grinders Nos. 6 (11-in.) and 7 (13-in.) Patented devices and improvements.

Especially adapted to Custom Work.

The FAIRCHILD CO., Ltd.

WINNIPEG REGINA CALGARY

SOLE AGENTS FOR CANADIAN WEST.

J. FLEURY'S SONS - - AURORA, ONT.

ESTABLISHED 1852

STILL IN THE LEAD

Emerson Foot-Lift Plows

Lead all others because they are the
Easiest to handle, highest draft, and most durable

The Emerson Gang Plow has a one-piece frame, made from high carbon steel. That's where its great power of endurance centres.

Compactly built, graceful in appearance, handsomely finished, and with its many exclusive points of superiority the Emerson Gang Plow challenges the whole world to produce its equal.



The driver's feet control the plow, leaving the hands free to handle team. Don't overlook this point. It's one of the many that have made Emerson Gang Plows famous.

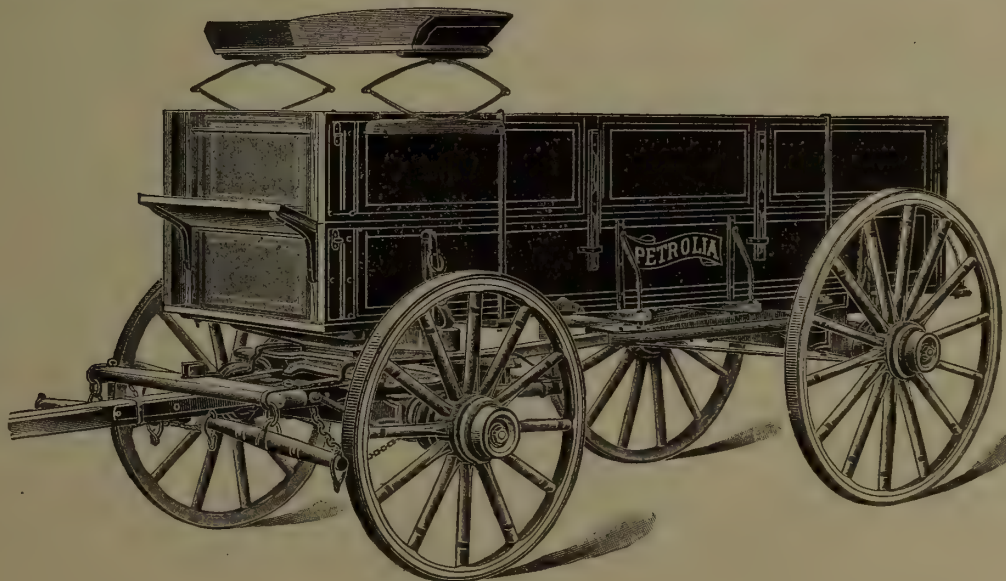
Stagger spoke wheels, two inch tires, equipped with Emerson 2000-mile magazine axles. These axles are dust-proof and hold oil. Our exclusive features, insuring light draft and unlimited durability.

When attending Winnipeg Fair call at our showrooms and let us demonstrate to you the many superior features of the Emerson Foot-Lift Line. Make our warerooms your headquarters while here. If you are not coming to the Fair, write us for full information.

TUDHOPE, ANDERSON & CO., Ltd. WINNIPEG, REGINA, CALGARY

WAGON PROFITS FOR THE DEALER

A CANADIAN
WAGON
BUILT ON
CANADIAN SOIL
FOR CANADIAN
FARMERS.



THIS IS THE
WAGON TO
HANDLE IF YOU
WISH TO BUILD
UP YOUR
WAGON TRADE.

About the first question a man asks when he contemplates purchasing a wagon is: "How long will it last?" He wants to be sure that he will secure a wagon he can depend upon for efficient service after the luster of the new paint has dimmed.

Handle the **PETROLIA WAGON**. Then you can tell the prospective purchaser that you can supply him with exactly the kind of wagon he demands. This is the reason:

Petrolia wagons embody the highest grade of materials and only the best workmanship is employed in the construction. The wood materials are

carefully selected and kept until thoroughly seasoned. The iron work is designed to insure durability and strength. The design and construction are such that the Petrolia wagon is light in draft.

You will also be enabled to tell your prospective purchasers that the Petrolia farm wagons have been used extensively throughout Canada, and by fulfilling all requirements and giving entire satisfaction, they have more than up-held all that is claimed for them.

Write the nearest branch house or see blockman relative to prices and terms.

WESTERN CANADA BRANCH HOUSES:—WINNIPEG, Man.; CALGARY, Alta.; REGINA, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA,

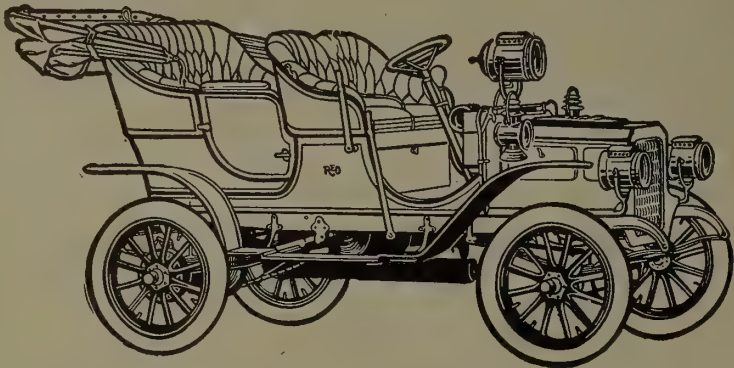
(INCORPORATED)

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U. S. A.

Full Value to the Purchaser

That's what the man gets who
buys his goods from us



Oldsmobile, Franklin, Reo Automobiles
Brantford Carriages and Cutters
Jackson Wagons and Sleighs
Bissell Disc Harrows and Rollers
Maw-Hancock Disc Plows
Simplicity Gasoline Engines
Empire Wood Stock Pumps
Grain Grinders, Wood Saws, etc.

Goods in stock ready for delivery.

Write for Prices and Catalogues.

JOSEPH MAW & CO., Limited

WINNIPEG



THE KING OSCAR GANG PLOW

Has been sold in the Canadian Northwest for several years, long enough to demonstrate its superiority in all things necessary to a successful gang plow.

The Beams are Extra Heavy for hard service.

The Furrow Wheels have wide tires and enclosed dust proof hub boxes with large oil chambers.

The Front Wheel is 24 inches high and runs easy.

The Jones Patent Connecting is the best device on the market for controlling the rear wheel.

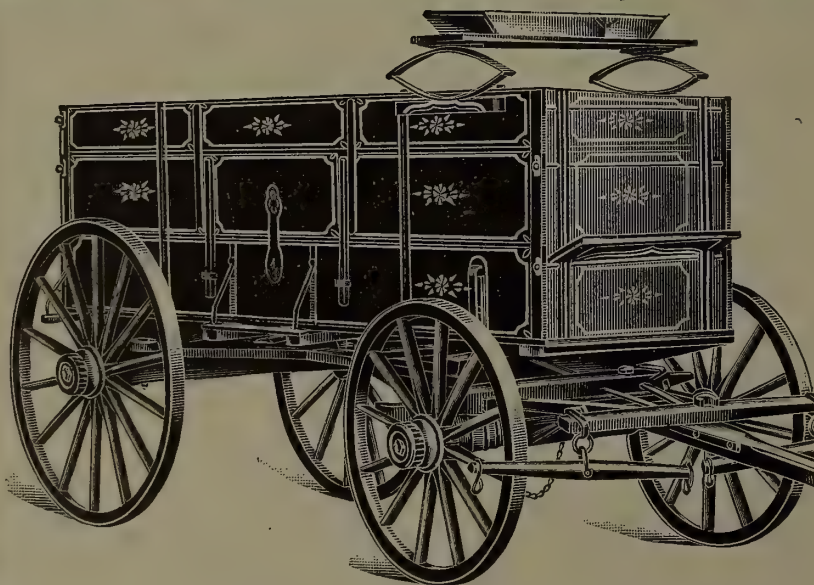
The Jones Foot Lift is out of sight, it lifts so easy.

The Gas hardened Concave Face Plow Bottoms are the special feature—guaranteed to scour and will wear 50 per cent. longer than any other plow. Why? Because the mouldboards are triple shin and the shares are double shin.

J. THOMPSON & SONS MFG. CO. Beloit, Wis., U.S.A.

The Frost & Wood Company General Agents,
LIMITED

WINNIPEG - - REGINA - - CALGARY



Wilkinson Wagons

When in at the Fair
come and see

The Light Running Wilkinson

We can show you WHY it is THE wagon for your trade, and always have time at your disposal.

SOLE SELLING AGENTS:

THE STEWART-NELSON CO., Ltd.

Winnipeg

Corner Logan Avenue and Nena Street.

CANADIAN FARM IMPLEMENTS

Vol. VI, No. 2.

WINNIPEG, MAN., AUGUST, 1907.

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Head Office: QUEBEC.



Union Bank Building, Winnipeg.

CAPITAL AUTHORIZED - \$4,000,000 CAPITAL PAID UP - \$3,000,000
RESERVE - \$1,600,000

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WESTERN HEAD OFFICE STAFF:
H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Altona, Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg North End Br., Sargent Avenue Br. and Logan Avenue Br.

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, (Sask. Rosedale Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cowley, Edmonton, Ft. Saskatchewan, Frank, High River, Didsbury, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

ONTARIO—Ft. William, BRITISH COLUMBIA—Vancouver.
Interest allowed on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates, and interest paid 4 times a year. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

Winnipeg Branch—R. S. BARROW, Manager.



HORSE
SHOE
BRAND
REGISTERED
Trade
Mark

TO THE TRADE

THIS TRADE
MARK THE

Horse Shoe Brand

Will in future be found on the highest class Horse Collars, Harness and Saddlery made in Canada. This Trade Mark has been registered so that the public may know these goods, and can see the Trade Mark before purchasing. It is a guarantee that the best leather and workmanship are used in the article so stamped.

We have a complete stock of trunks, bags, suit cases, oil clothing, dusters, horse sheets, horse covers and turf goods.

Let us know your wants. We can ship promptly.

There is nothing else that is just as good. Get the HORSE SHOE BRAND and you have the BEST.

Any other Manufacturers in the Saddlery and Harness business in Canada using this Trade Mark, are liable to prosecution.

MANUFACTURED BY

The GREAT WEST SADDLERY CO., Limited.

WINNIPEG

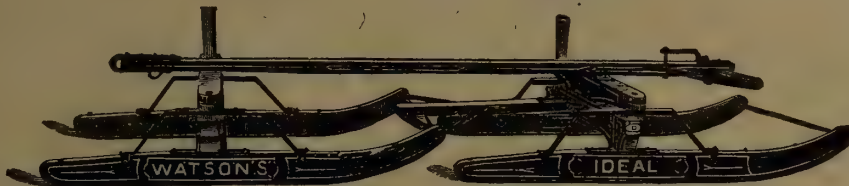
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MADE IN ALL SIZES

WATSON'S

Are High Grade



SLEIGHS

There are none better

Made of good, honest material, and plenty where it is needed. Notice the easy front turn on the runner, and the turn up at the rear, also our trussed front bench. These are points worth while in a sleigh.

WRITE US REGARDING

Pole and Wood Saws

Feed Cutters, Grain Grinders, Pulpers,

Horse Powers, Jacks, Wheel Barrows,

Whiffletrees, etc., etc.

"No one can give you a better deal."

John Watson Mfg. Co.
LIMITED

WINNIPEG.

HALF COST REFUNDED

by the Saskatchewan Government to all purchasers of Austin outfits, whether individuals, companies, or municipalities, complying with the regulations. Write for our Information Blank, Illustrated Price List, etc.

THE CHICAGO AERMOTOR

was the first Steel Windmill and is still the best. Erected on the new Trussed Tripod Tower it is a "POWER FOR GOOD." Get our 1907 prices and booklets.

THE WELL MACHINE & WINDMILL CO., Ltd.

142 Princess St. Western Representatives P.O. Box 306, WINNIPEG



SAFE LOCK SHINGLES.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS

Building Materials of every Description
SHEET METAL

Tell us all about your requirements
and ask for our latest Catalog.

CLARE & BROCKEST

246 Princess Street, Winnipeg, Man.

"THE CHATHAM"

LINES HAVE MADE GOOD.

The Manson Campbell Co., Chatham, Ont.

MADE THEIR REPUTATION.

Now we want WESTERN DEALERS to share THE PROFITS of selling these well Established Lines.

We have the goods at Winnipeg, Brandon, Regina, Moose Jaw, Calgary, Edmonton and North Battleford.



No. 2 New Chatham Fanning Mill.

Screens 33 inches wide.

Best oat from wheat separator in the market.

We Grant Exclusive Territory.
We do Extensive Advertising.
We Write a Liberal Contract.
We Pay Cash Commissions.

The Famous Chatham Fanning Mills.

We Guarantee to Separate Oats from Wheat, better and faster than any mill on the market. We put them out on **30 days' free trial with that guarantee.** Our Mills are sold on two years' time, one half Fall 1908, balance Fall 1909.

Reconstructed and latest Improved Mill is made in 3 Sizes.

- No. 1.—Farm Mill—Screens 25 in. wide.
- No. 2.—Farm Mill—Screens 33 in. wide.
- No. 3.—Power Mill—Screens 48 in. wide.

THE CHATHAM FARM SCALES

THE PORTABLE BARN SCALE

Capacity 2000 lbs.

Altogether different and better than any portable scale on the market. One Scale in a neighbourhood will sell a hundred. A Government Certificate with every scale. They are also sold on two years' time—Fall 1908 and 1909.



THE PITLESS HAY SCALE

Capacity 5 Tons.

It is a Winner—It is portable. It sits all above the ground and only rises a few inches. Passed and approved by the Government Inspector. No ice or snow or frost will affect it in the least. No pit to dig—no rotten timbers—all steel construction.

The Price is right. Sold on time. Every good farmer can afford to buy one. This is a plum you cannot afford to miss.

THE MANSON CAMPBELL COMPANY

Chatham, Ont.

Brandon, Man.

Moose Jaw, Sask.

Calgary, Alta.

We have Branches and Warehouses at all these points.

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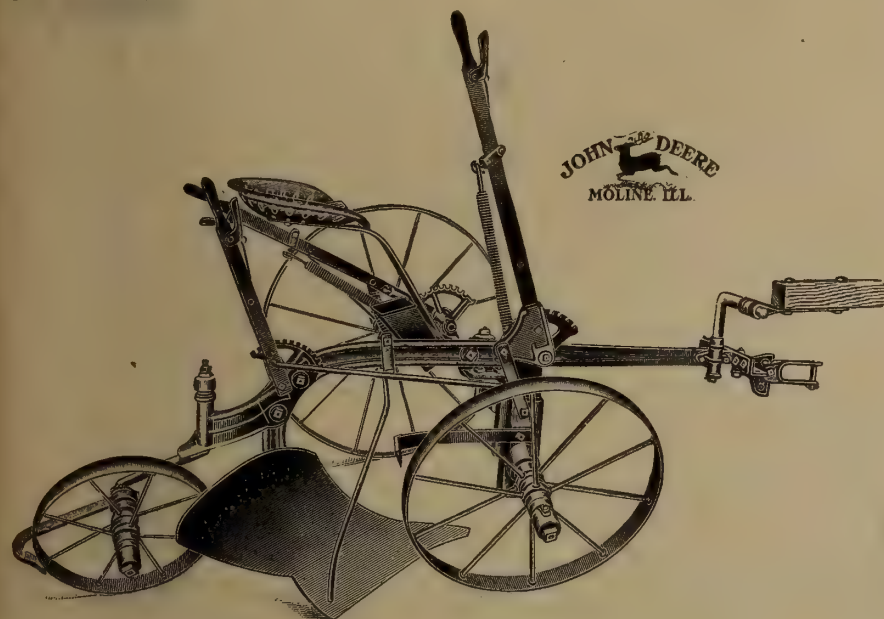
JOHN DEERE RANGER SULKY PLOW

Simple in construction, strong, durable, perfect in working qualities, moderate in price.

You want a plow that can be sold at a price within the reach of the pioneer farmer and still so good that it will satisfy the requirements of the most experienced man.

You want a plow that can be sold to a man who has never operated a sulky plow in his life, with full confidence that it never will give him or you a minute's trouble.

You want a plow that will go into the field and do good work under all conditions where it is possible to work a plow at all and give satisfaction in the hands of any man, whether he is experienced in the handling of wheel-plows or not.



**NOTHING TO GET OUT OF ORDER
ANY BOY CAN WORK THIS PLOW**

The John Deere Ranger Sulky is so simple in construction that it can be adjusted to meet all conditions of soil by any man or boy.

Does not require an expert to understand it.

Does not require any instructions to operate it.

Draft is light, price is right, and there is no sulky plow on the market that offers better inducements to a dealer.

We shall be glad to correspond with you, or to send you catalogue.

The Fairchild Company, Ltd.

REGINA

WINNIPEG

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Weber Wagons



For
**Easy Sales
and
Quick Profits**

The Weber Wagon has "made good" for 62 years. The improvements that have been made during these many years have prolonged the life and added strength and durability to such an extent that the Weber Wagon is universally acknowledged to be the best ironed and lightest running, the "King of All" farm wagons.

So thoroughly have the improvements on the Weber Wagons won the favor of farmers that the Weber construction has come to be the standard. This high standard is due to the fact that the

Weber Wagon is built to meet the approval of the farmer; in other words, the kind of wagon a farmer likes to buy.

For this reason it is the wagon to handle. You will have a wagon that is easy to sell; in fact, one that practically sells itself, because when a farmer sees his neighbor driving a Weber he immediately gets one for himself.

The nearest blockman or general agent will be pleased to give you complete information relative to terms and territory.

Western Canadian Branch Houses: WINNIPEG, Man.; CALGARY, Alta.; REGINA, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)

CHICAGO - - - - - U. S. A.

COCKSHUTT

DISTINCTIVENESS

The commanding position occupied by the Cockshutt line is due to the remarkable aptitude with which each new want of the Western farmer is met. Cockshutt Plows and Drills stand in a class by themselves—unequalled because thoroughly distinctive.

INITIATIVE

Our Motto: "No Standing Still."

For over three decades, from the invention of the popular J. G. C. sulky plow to the present day, no year has passed without a valuable addition or improvement to our already complete and successful line.

RELIABILITY

The Cockshutt reputation for honest goods and sound business principles is no small asset to the holder of their contract.

PUBLICITY

The dealer in Cockshutt implements finds a demand already created for his goods. They are quick and easy sellers because well known and widely advertised. We don't load the dealer up with goods and let him get rid of them as best he can. We support him with the strongest advertising campaign in the agricultural papers carried on by any implement firm in the West.

COCKSHUTT

Plows
Drills
Harrows

ADAMS

Wagons
Lorries
Sleighs

GOOLD, SHAPLEY & MUIR

"Ideal" Power Windmills
"Imperial" Pumping Windmills
"Maple Leaf" Grain Grinders

ARMSTRONG

Buggies
Democrats
Cutters

Land Pulverizers, Rollers, Cultivators, Metal Wheel Trucks, Potato Planters and Diggers, Straw Cutters, etc., etc.

In short, a complete line—each article a recognized leader.

NOW IS THE TIME !

COME WITH US.

Speak for the Cockshutt contract for 1908, and unprecedented success is yours.

COCKSHUTT PLOW CO., LIMITED,

Winnipeg

Regina

Calgary

CANADIAN FARM IMPLEMENTS

Vol. VI, No. 2.

WINNIPEG, MAN., AUGUST, 1907.

SUBSCRIPTION PRICE } Per Copy, 5c.
Per Year, 50c

The Winnipeg Industrial Exhibition Shows Vast Improvement.

Another Winnipeg Industrial Exhibition is numbered with the things that are past and gone. When compared with previous Industrials, in respect to number of exhibitors, splendor of displays and cleaner and better attractions, it was a greater success than any of them. In a sentence, it set a standard, which, if maintained, should assure the Fair management of large and appreciative audiences in the future.

Many persons who attended Winnipeg Exhibitions in other years and were present at the one just closed, were, no doubt, somewhat disappointed in the appearance of things. A very large number of them expected radical changes and entirely different conditions from those which greeted them while here on other occasions. Improvements rather than sweeping revisions have been the aim of those in charge at the Fair Grounds, and that they have successfully accomplished their object is attested by the absence of many of the little defects that were such a continual source of trouble and annoyance at past exhibitions.

Increasing the number of turnstiles at the entrance, widening the street car platforms, tearing up the old and laying down new and wider sidewalks, filling-in the low spots with sand and gravel, keeping the lawns neatly cut and trimmed,

having numerous prettily designed flower beds scattered throughout the Grounds, improving the stock rings by filling up with ashes and providing seats, supplying a larger number of lawn seats than heretofore, all these were minor improvements and yet they proved exceedingly acceptable to the large number of patrons that were present.

In the live stock departments there was a fine showing in all classes. Particularly was this the case in the Clydesdale horse and



Thresher Section looking East from Colonnade.



Thresher Section looking West from Colonnade.

corresponding increase for next year, it will require new buildings to house them. The different displays were carefully prepared and presented a splendid appearance. The idea of having the grain shown in glass bins in the Grain Building was a particularly happy thought. The exhibits of fruit from Ontario and British Columbia were features that received most marked attention.

Of special interest to our readers was the machinery exhibit. It was not quite equal to that of last year; especially in the threshing machinery department. There were fewer outfits shown by those in attendance and a number of houses did not make an appearance at all. Nevertheless, it is needless to say that this feature of the Fair was one of interest to many farmers and others. Business, however, was reported quiet and as far as could be learned few sales were actually closed on the grounds. In thresher accessory lines there was a fairly large and representative showing but, like most of the big companies, these people informed us buyers were scarce. The fanning mill and grain pickler men were out in force and most of them state they had a fairly successful week. In the cream separator section there was not as large a display as usual, but those that showed were always kept busy, though from statements made, the proportion of sales this year was very small.

Speaking of attractions it must be said they were of a very different stamp from those of other seasons. Both those on the midway and in front of the grand stand were of such a nature that no exception could be taken to them. Every

Shorthorn cattle sections. In both of these the entries were large and the quality of the animals sufficient to tax the experience and judgment of the most critical experts. There was a larger number of light horses than last year, but the entries in sheep and swine were not as numerous, and it is questionable if any of the animals in these departments reached the standard of those exhibited at the previous show. In the poultry department there was a big list of entries and the keenest competition in the different varieties.

The grain displays and the exhibits of manufactured products were a source of much admiration and favorable comment. The three buildings allotted to manufacturers were crowded to the limit and if the entries in this department show a



Fine display of vehicle wood parts.

special feature was an improvement, and the Attractions Committee certainly did their work better than many of their predecessors. Considerable criticism was handed out in connection with the horse racing and it was deserved; though where to fix the blame is a question. It was expected this would be a strong feature of the week's sport. Instead of that it was a listless, go-as-you-please farce. The horses never seemed to do what they were capable of, and if they did the best thing their owners can do is haul them off the track and sell them for hack or delivery purposes. The Fair Directorate should devote more attention to having good races or else drop that feature from their programme altogether.

As we said at the beginning the Fair was a great improvement over previous events. There are yet a number of desirable changes urgently needed. It is understood that these will receive the consideration of the Association before another Fair rolls round. President George H. Greig and Manager Dr. A. W. Bell deserve great credit for their exhibition of 1907.

AMONG THE EXHIBITS.

While desiring to call the attention of the trade to the different exhibits at this year's Fair, we have no intention of entering into a full and elaborate description of each particular display. Space will not permit this and we shall merely give a general synopsis of the different exhibits. Among those in charge this year we found few making complaints. Every one appeared fairly well satisfied with the conditions and with the large number that attended. As regards the amount of business done, all accounts give credence to the report that it was not as large as last year. This condition was attributed to the fact that there was considerable doubt in the minds of both dealers and farmers as to the outcome of this season's farming operations.

PRINCE ALBERT'S DISPLAY.

The Saskatchewan Harness Co., and the Royal Oak Saddlery Co., both of Prince Albert, Sask., had a few samples of their products in connection with the splendid exhibit made by the Board of Trade of that hustling little town. Mr. B. W. Wallace, Secretary of the Board was in charge.

MANITOBA ANCHOR WIRE FENCE CO.

Ornamental fences, wire signs, flower stands and lawn seats constituted the nice exhibit made by the Manitoba Anchor Wire Fence Co. This booth was in charge of Mr. J. W. Fisher.

THE METALLIC ROOFING CO.

From a standpoint of attractive display, the Metallic Roofing Co. certainly delivered the goods. There the visitor had a chance to

inspect many different styles and designs of metallic ceilings, siding and roofings, zinc ornaments of different types, the celebrated Eastlake shingles, as well as fire-proof doors, windows, and many other things entering into the construction of modern and up-to-date buildings. This exhibit was designed and set by the Winnipeg branch of this company.

BEEMAN & CO.

As in the past Beeman & Co., were well up with a display of their well known Jumbo Grain Cleaners and Beeman Picklers. This was located right alongside of one of the flower displays and consequently was in a position demanding the attention of the crowd. Continual demonstrations were given of the machines at work, and Mr. G. C. Beeman, who was in charge, kept things moving along at a lively rate.

THE MANSON CAMPBELL CO.

Mr. William Atwell, manager of the Manson Campbell Co. at Brandon, was on hand with an excellent lot of his company's goods. On show were samples of their new 33in. and 48in. fanning mills. As these have a capacity ranging from 150 to 200 bushels per hour, and were kept in operation giving demonstrations, our readers can imagine the attention they received. In addition this firm displayed their scales, incubators, brooders and kitchen cabinets. Those in charge reported a very successful week.

BURRIDGE-COOPER CO.

At a prominent place in the main building the Burridge-Cooper Co. showed samples of their Gade air-cooled gasoline engines in 2, 3 and 6 h.p. sizes. These were operating a blacksmith's power hammer, feed grinder and an emery grinder. A 6 h.p. Ohio was operating a generator for lighting purposes. Mr. P. F. Legresley was managing this exhibit.

E. N. HENEY CO.

This year the E. N. Heney Co. Ltd., of Montreal, Que., were present with a large number of their high grade buggies, traps, phaetons, road wagons, cutters and sleighs, as well as harness and saddlery. In all about forty jobs were shown, making a very pleasing array. The "Crown" which is the trade mark of this house, was specially placed and must have had the effect of impressing itself on the minds of visitors. Mr. T. McKnight, western representative of the Company, was looking after their interests.

WM. GRAY & SONS, CO.

Gaily decorated with red, white and blue bunting, the exhibit of the Wm. Gray & Sons, Co. was one that came in for a good deal of inspection by patrons of the Exhibition. This firm showed a large number of their stylish and up-to-

date vehicles, giving special prominence to a number of fancy city traps of the most approved and latest design. Mr. James Gray was up from the factory at Chatham, and his presence, combined with that of the western managers, Mr. E. Cahill and Mr. W. J. Hall, assured visitors of full information and attention.

DAVID MAXWELL & SONS.

This concern, David Maxwell & Sons, journeyed all the way from St. Mary's, Ont., to make a dandy exhibit of their barrel churns, washing machines, wheel barrows and lawn mowers. From the large number of dealers that visited this booth it was evident that the line was one of particular interest to the trade. Both Mr. David and Mr. John Maxwell were in attendance, and both reported fairly good business from this territory during the past year.

HERO MFG. CO.

Having eight Hero separators and two picklers, the Hero Mfg. Co. had one of the most attractive displays on the grounds. Very noticeable was the neat name sign decorating the entrance to their space. This was made by one of the men at their shop and reflects considerable credit on his artistic taste and workmanship. The company had two of their grain cleaners finished specially for Exhibition purposes. One of these was painted a pleasing cream color and trimmed in gold, while the other was finished in the natural wood. At the rear of their space they had two machines on a raised platform giving continuous demonstrations of cleaning barley and wheat. On a space adjoining the main walk the company showed one of their Russell road graders in operation. Mr. Thos. Wadge, Manager of the company, was responsible for the splendid display.

MUSSENS LIMITED.

Mussens Limited, Winnipeg, Montreal and Vancouver, were in evidence with a number of Ideal concrete block machines. A large variety of moulds were shown, together with numerous samples of imitation stone and brick facings of numerous designs. Mr. E. G. Powell, who has charge of their western business from this point, was kept busy answering inquiries of interested, as well as disinterested, parties.

GALT ELECTRICAL MFG. CO.

The Galt Electrical Mfg. Co., of Galt, Ont., who make a line of gasoline engines from 2 to 40 horse power, and a special electrical generator for carrying loads of from 10 to 60 lights of 16 c. p. each, was on hand for the first time. It is understood that Mr. H. MacIntosh, general manager, who was up, made arrangements with the Burridge Cooper Co., to represent them in this territory. He was very pleased at the large attendance during the Fair and reported good business.

GREAT WEST SADDLERY CO.

There was no finer display of harness or saddlery than that made by the Great West Saddlery Co. The space occupied by this exhibit was very neatly fitted up and the horse-blankets and robes that hung around made a very effective background for the whole display. This included some splendid sets of heavy and light harness, saddles of all kinds, as well as other horse goods. One particularly fine Mexican, hand-made saddle attracted much deserved notice. The "Horse Shoe Brand" trade mark was kept in full view at all times.

THE WESTERN IRON WORKS.

The above concern made a very favorable impression with their exhibit of ornamental fencing, wire signs, mouldings and lawn seats.

D. ACKLAND & SONS.

Few displays were niftier and more typical than that made by the firm of D. Ackland & Sons. Their booth was fashioned with all manner of vehicle wood goods, including wheels, hubs, spokes, whiffletrees, shafts, poles and different kinds of bent goods. Inside their allotted space the company displayed buggy and cutter boxes, sleigh and cutter runners, rims and other kindred lines. Samples of different varieties of plain and quartered hardwoods, helped to make this exhibit one of the greatest interest. Messrs. J. W. and C. M. Ackland were in charge.

MANITOBA IRON WORKS.

To the person engaged in any phase of machinery work the samples shown by the Manitoba Iron Works were of absorbing interest. This consisted of Vessott's Champion feed mills, an 18 h. p. hoisting engine, drills, castings and various other lines. Mr. J. A. McCulloch was in charge when we called.

BOYCE CARRIAGE CO.

Bearing the "Made in Winnipeg" sign at every point of vantage, the Boyce Carriage Co. had an attractive display of their delivery wagons and sleighs. Their lorries were accorded much favorable criticism.

THE LEWIS CARRIAGE CO.

The Lewis Carriage Co. made a very excellent display of their "Made in Winnipeg" goods, including delivery wagons and sleighs in several different styles.

J. SIEFFERT.

Among the many interesting and novel machines shown was a hog feeder, exhibited by J. Sieffert, of Winnipegosis, Man. This is so constructed that the hog in rooting for his feed grinds it at the same time. By attaching an arm and fitting to a pump the hog may also be compelled to pump the water, both for himself and other stock

MOLINE PLOW COMPANY

MOLINE, ILLINOIS



Makers of The Famous Moline Plows and Other Flying Dutchman Farm Tools.
Henney Buggies. Mandt Wagons and Bob Sleighs.
Light Running National Manure Spreader.
Jobbers of Success Grain Drills and Success Hay Tools.

BRANCH HOUSES:

Kansas Moline Plow Co. - Kansas City, Mo.
Nebraska Moline Plow Co. - Omaha, Neb.
Minnesota Moline Plow Co. - Minneapolis, Minn.
Texas Moline Plow Co. - Dallas, Texas
Missouri Moline Plow Co. - St. Louis, Mo.

Eastern Moline Plow Co. - Indianapolis, Ind.
California Moline Plow Co. - Stockton, Cal.
Western Moline Plow Co. - Salt Lake City, Utah
Colorado Moline Plow Co. - Denver, Colorado

Southern Moline Plow Co. - New Orleans, La.
Oklahoma Moline Plow Co. - Oklahoma City, Okla.
Dakota Moline Plow Co. - Sioux Falls, S. D.
Oregon Moline Plow Co. - Portland, Oregon
Canadian Moline Plow Co. Winnipeg, Man.

DEALERS DEMAND PROTECTION AND WE GUARANTEE IT.

"Hero" Grain Separators

are sold to the Trade only.

The "Hero" is the best grain separator on the market.
It excels in thoroughness of work and cleans oats from wheat perfectly.
Every machine is built of the best materials we can procure.
No other cleaner can compare with the "Hero" for reliability and efficiency.
It gives satisfaction to every user and brings new business to every seller.
If you want the grain separator trade of your district handle the "Hero."
Remember we protect you and give you the best machine of its kind offered the public.

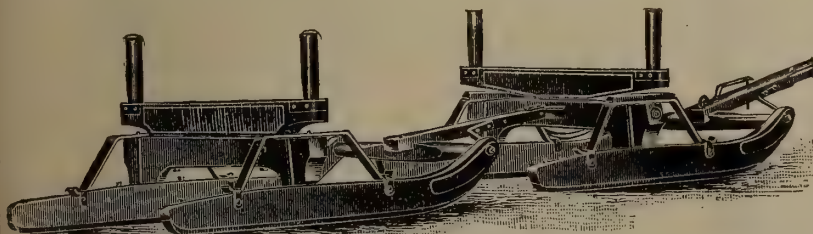
Catalogues and full information on request.

HERO MANUFACTURING CO. Ltd., Winnipeg

Wilkinson Sleighs

Sleighs made of the best materials throughout.

Full size runners - - -
- - Heavy beams - -
- - All parts proportioned



Just as well made and finished as

"The Light Running Wilkinson"

Sole Selling Agents:

The Stewart-Nelson Co.
WINNIPEG. LTD.

WELL DRILLING MACHINERY.

We carry the largest stock on hand of any House in the West and have the greatest variety to select from.

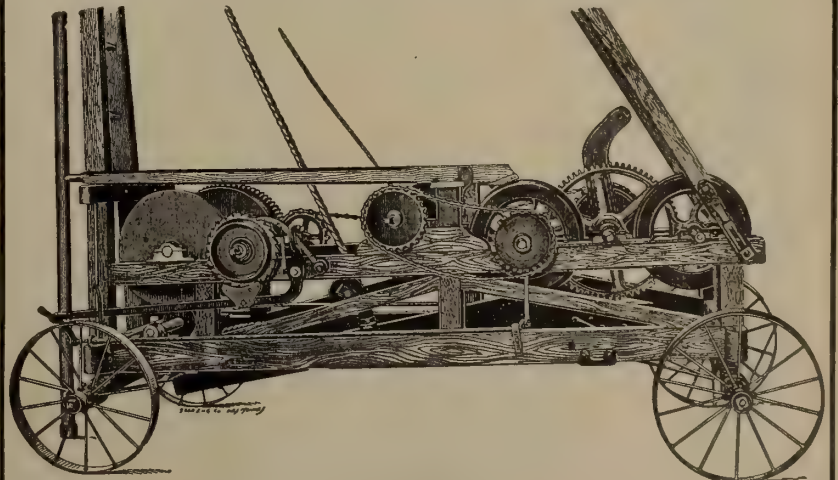
"CLIMAX No. 9."—Tubular and Jetting Machines for 2 and 3 inch wells, 600 feet or less.

"MONARCH" Machines for wells 4 to 10 inches and to 1000 feet or less.

The above are fitted to operate by Horse Power or Steam.

The celebrated "KEYSTONE" line of Traction and Non-Traction Drilling Rigs. Friction or cog hoist—the Best in the World for deep well propositions. Mineral, Oil, and Coal Prospecting. Can drill a hole any size from 300 to 3,000 feet.

All the above lines are approved by the Dominion and Provincial Governments, and are entitled to the Saskatchewan Government Bonus.



Monarch Driller

STICKNEY GASOLINE ENGINES (1 to 16 h.p.) Best Engine made for the farmer.

WINDMILLS, PUMPS, TANKS, HORSE POWERS, FEED CUTTERS, GRINDERS AND SAWS

Empire Cream Separators Lightest running Closest Skimming

Catalogues and prices on application. Write us to-day if interested:

ONTARIO WIND ENGINE & PUMP CO., LIMITED
WINNIPEG, MAN.

A Fine Display of Separators at the Industrial.

As in the past the exhibits of hand cream separators proved one of the most interesting, and from the standpoint of the farmer or dealer, one of the most instructive features at this year's Industrial. In point of numbers there were not as many entries as last season. Several companies decided to stay out while only one new exhibitor in this line was recorded. Among the firms not represented, and who were present at previous shows were the Melotte Cream Separator Co., the Empire Cream Separator Co., and the National Mfg. Co.

DE LAVAL SEPARATOR CO.

Occupying their old stand the De Laval Separator Co. were again present with an attractive exhibit of their well-known machines. They had eight on the floor ranging in capacity from 300 to 1,200 pounds of milk per hour. Mr. Neil Dow, who was in charge, had his assistants giving demonstrations for the edification of interested visitors. At this fair the company distributed a large number of small wall mirrors. Mr. Dow reported a good week.

RAYMOND MANUFACTURING CO.

At a point where they could not fail to attract attention the Raymond Mfg. Co., had one of those

exhibits that always prove worth looking over. They had their booth nicely trimmed up with white bunting and red panels, and had a large number of fancy designed signs in small sizes. They had seven of their machines lined up for inspection, varying in skimming speed from 250 to 700 pounds of milk per hour. In another building on the grounds they had a large display of their well-known sewing machines. Mr. D. M. Hackney, western manager of the company, who had practical oversight on the arrangements, is to be congratulated on the nifty displays made.

VERMONT FARM MACHINE CO.

It was with pleasure we again ran across our old friend, Mr. P. W. Simpson of Fargo, N.D., who was on hand with a number of sample of U. S. cream separators, built by the Vermont Farm Machine Co. of Bellows Falls, Vt. Those exhibited had a capacity for skimming from 300 to 500 pounds of milk per hour. This company also had one of their dog or sheep powers on exhibition and it attracted much attention. Mr. Simpson reported a growing business in his Fargo territory, and said that his visit to the Fair had resulted very satisfactorily.

PETRIE MANUFACTURING CO.

For the first time in their history the Petrie Mfg. Co. had an exhibit of their Magnet cream separators at Winnipeg Fair. In all they had

six machines on the floor differing in skimming capacities from 400 to 1,000 pounds per hour. Their booth occupied a prominent place and the large number of assistants which Mr. T. S. Petrie had with him was sufficient to attend to the wants of all their friends and customers. Discussing the Fair Mr. Petrie stated that it was fully up to his expectations, and that his firm were very pleased with the amount of business they had secured.

SHARPLES SEPARATOR CO.

Directly opposite the main entrance the Sharples Separator Co. were again to be found. As at the last exhibition they had their stand finished in red and white. They were showing six machines ranging in size from the smallest with a capacity of 200 pounds of milk per hour to the turbine separator, capable of skimming 1,000 pounds of milk per hour. They had the steam turbine fitted up and giving demonstrations of its work. Mr. E. Ellwood, Canadian manager of the company, whose headquarters are in Toronto, was present during the big show. Mr. A. E. Drennan, western representative, was in charge of the display.

THE IROQUOIS MANUFACTURING CO.

The Iroquois Mfg. Co. had a display of their Ideal butter separator and aerator under the charge

of their manager, Mr. J. A. McCulloch. This machine is for the purpose of producing butter from sweet or sour milk or cream. It is not a churn nor a cream separator but simply what the name implies. The butter is separated by the combined action of the agitation of a dasher and the aeration of the air. The air is sucked from the outside to near the bottom of the milk or cream, where it is distributed by centrifugal action and bubbles up, causing the butter globules to form separately and cohere together. Mr. McCulloch expects to handle this machine entirely through the dealers of the West.

RICHARDSON & SON.

Richardson & Son, of St. Mary's Ont., made a nice display of their power churns, butter workers, etc.

Big Display of Thresher Lines

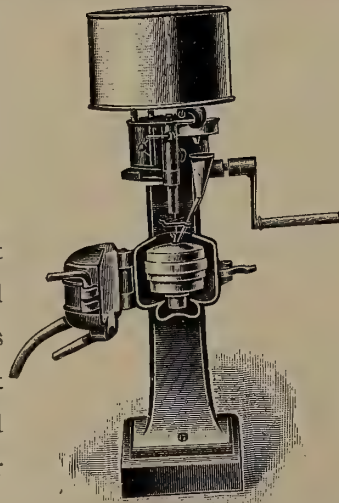
THE SAWYER & MASSEY CO.

As in the past the Sawyer & Massey Co. were out in full force, occupying the same old space as in previous years. They had a splendid display of their various lines on the ground. Connected with a 26 h.p. compound S. & M. engine was a 40 x 64 Great West Separator with feeder, blower and weigher. Another separator of the same kind and with similar fittings, but 36x60 in size, was being driven by a 22

Melotte Cream Separator



The best in the West for both farmer and dealer, because it skims cleanest, is the easiest machine to clean, and require the least power to operate. It will pay you to learn more about the Melotte. Write us to-day for prices and information.



FLORENCE WOOD PUMPS

are the best Wood Pumps obtainable, because they are manufactured by most skilled workmen from picked material. Specially adapted to the Western extremes of temperature.

Melotte Cream Separator Co. Ltd.

W. ANTLIFF Manager

Winnipeg

Calgary

Agents for "Ideal" Gasoline Engines.

Double Bearing



Double Bearing

A Mountain of Evidence Why The Magnet Cream Separator is so easy to turn.

Because of its perfect ball race as shown in the accompanying cut. If you examine it carefully you will see it consists of one ball in the bottom of the ball race cup, around which five balls run. The spindle which turns the bowl rests on these balls, its end being formed by the insertion of another ball which, when running, causes **less friction** than that of any ball race in existence.

Notice the spring at the bottom of the ball race which takes off all jar and prevents wear.

When the machine is started, it **runs like a top**. It is the only ball race suitable for a fast running machine like a cream separator.

Every part of the MAGNET is carefully built, hence its wonderful success in **clean skimming**.

Our 1907 catalogue will be sent free upon request. It describes and fully illustrates all the advantages the ideal cream separator should possess. It is a description of the MAGNET.

If you are not a Magnet Agent, Why not? Write for our Proposition to-day.

The PETRIE MANUFACTURING CO., LIMITED,
132-134 Portage Avenue, WINNIPEG.

HEAD OFFICE AND FACTORY: HAMILTON, CANADA
REGINA. CALGARY. VANCOUVER. VICTORIA. ST. JOHN.

h.p. compound engine. A 20 h.p. engine of the same type was hitched to another 28 x 50 separator. Moving about the grounds was a 30 h.p. S. & M. plowing engine, while every visitor had an opportunity to inspect the horse powers and horse power separators, tank and coal tenders, road graders, tile moulds, belting and various other lines manufactured and handled by this company. The old veteran, Mr. John McVicar was in charge of the display. An S. & M. display without the genial John would be like eating pudding without sauce.

J. I. CASE T. & M. CO.

With a big staff on hand, their hill climbing contest and calliope, the J. I. Case T. & M. Co. managed to keep things humming in their particular neighborhood. They had a 25 h.p. engine driving a 36x58 separator, a 32 h.p. engine making a 40x62 engine of the same kind "go some" and a 9 h.p. steamer operating an 18x36 separator. These separators were the Case all-steel kind, and were equipped with their various attachments. This company also showed a Cockshutt steam plow. Business was under the direction of Mr. R. J. Coleman.

REEVES & CO.

Reeves & Co. were busy showing a 32 h.p. plowing engine hitched to a Reeves flexible frame plowing outfit of twelve plows. Another 25

h.p. cross compound engine was buzzing along a 36 x 60 Reeves compound separator at a great old lick. The hum produced was the kind the farmer likes to hear when the grain is ready for threshing. Mr. Geo. F. Ogg was the gentlemen that conducted us round.

HAUG BROS. & NELLERMOE.

When the scribe called on Haug Bros. & Nellerhoe they were found pretty busy, but Mr. Haug kindly gave us all the information desired, the same as he was doing to the numerous other callers that made enquiries from him or other members of his firm. They had on display a 20 h.p. under-mounted double cylinder locomotive style Avery engine and a 30 h.p. of the same type. The former was hitched to a 36 x 60 Yellow Fellow separator with all the necessary attachments, while the latter was coupled to a 10 bottom Avery plowing outfit. Another 32 x 54 Yellow Fellow thresher was also shown.

WATERLOO MANUFACTURING CO.

There was an excellent display made by the Waterloo Mfg. Co., under the direction of Mr. George Hinchley. Here was a 25 h.p. single engine operating a 40 x 60 Manitoba Champion separator, equipped with Ruth feeder, Waterloo stacker and Perfection weigher. Adjoining this outfit was a 20 h.p. single engine driving a 33 x 52

Champion separator with Hawkeye feeder, Waterloo stacker and Perfection bagger. Another 16 h.p. engine was doubled up with a 33 x 48 Champion separator, having Hawkeye feeder, Waterloo stacker and a Hartley weigher.

E. M. POPE CO.

The E. M. Pope Co., of Winnipeg, and Watertown, S.D., were present with samples of their accessories for the thresherman.

GAAR SCOTT & CO.

An exhibit of threshing machinery that was attracting much attention was that made by Gaar-Scott & Co. This display, which was under the charge of the manager, Mr. J. M. Docker, consisted of a 25 h.p. double cylinder engine; a 25 h.p. universal traction, which was connected with a 36 x 60 Gaar-Scott thresher, equipped with a Gaar-Scott feeder, Uncle Tom

blower and Perfection weigher. Adjoining this outfit was a 22 h.p. universal traction driving a 33 x 52 thresher fitted with Gaar-Scott feeder, Uncle Tom blower and Perfection weigher. All the engines were finished with 76 inch drive wheel and plowing gear. This firm reported themselves as fairly well satisfied with the week's business.

ROBERT BELL E. & T. CO.

After almost having made up their minds to make a down-town exhibit the Robert Bell E. & T. Co., changed their plans and were out on the grounds. Their exhibit consisted of two engines and one separator. The former were in 20 h.p. and 26 h.p. sizes, the first named being coupled up to a 32 x 50 Imperial separator, fitted with Ruth feeder and Bell stacker and weigher. Mr. Thos. Bell, Western Manager, and Mr. W. J. Pabst of the travelling staff, were directing officers.

THE DE LAVAL IS FIRST

in mind, when a cream separator purchase is considered; then there may be a search for something just as good for less money.

Good dairymen have been making this search for years, but the proportion of De Laval machines in use is ten to one of other makes, and creamerymen use them exclusively. The conclusion is obvious.

Write for the De Laval Catalogue.

The De Laval Separator Co.

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WINNIPEG

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Representatives everywhere.

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Sole Canadian agents for R. HOOD HAGGIE & SON,
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MANILLA
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Vertical Feed
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Manufacturing and Hand

Sewing Machines

Best
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Agents wanted in all towns.

Western agents for THE "NATIONAL" WIRE FENCE CO.,

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The Fence with the Reverse Coil Cable Running Wires. Strength and
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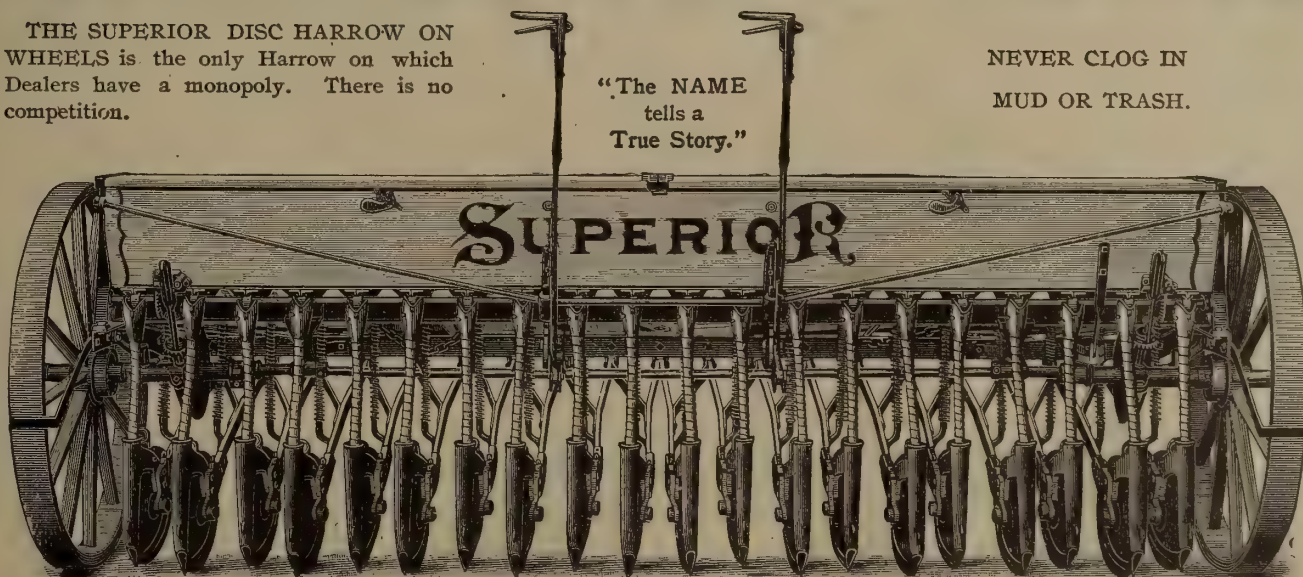
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THE SUPERIOR DISC HARROW ON
WHEELS is the only Harrow on which
Dealers have a monopoly. There is no
competition.

"The NAME
tells a
True Story."

NEVER CLOG IN
MUD OR TRASH.

We Manufacture
this Famous Drill
in Single Disc,
Double Disc and
and Shoe Styles.



THE
SUPERIOR
AGENCY
ALWAYS
PAYS.

THE AMERICAN SEEDING-MACHINE CO., Incorporated,

WINNIPEG, MAN.

CANADIAN PORT HURON CO.

Where two powerful engines are making two threshers hum there one always finds a goodly number of spectators. This was the case at the stand of the Canadian Port Huron Co. They had a 32 h.p. tandem compound engine, driving a 40 x 64 New Rusher separator, it having a Port Huron feeder and stacker and a Perfection weigher. Next to this was one of their 24 h.p. tandem compound engines hitched to a 36 x 60 New Rusher. This separator had a Neepawa stacker, Port Huron feeder and Perfection weigher. Mr. M. Carruthers was directing matters.

WATEROUS ENGINE WORKS CO.

Commanding a splendid position at the head of Threshers' Row, the Waterous Engine Works Co., were again in evidence with an interesting exhibit of several of their well-known lines. They had one of their 26 h.p. double cylinder engines attached to a 40 x 60 McCloskey separator, it having all the different fittings made by the same company. Driving a 28 x 42 McCloskey thresher, with similar attachments as the other, was one of their 18 h.p. double cylinder steamers. On display, giving frequent demonstrations, was one of their gasoline fire engines. This engine is capable of throwing a stream of from 110 feet to 130 feet. The company also showed a road grader manufactured by the Good Roads Machinery Co., of Hamilton. Mr. George Erb, Western Manager of the company, superintended all arrangements.

BUCHANAN & COIT.

A new firm recently organized and known as Buchanan & Coit, with offices at 641 Main Street, were on hand showing one of their Dayton Pitless Wagon Scales. These are made in 5, 8 and 10 sizes. Those in charge were ever sounding the slogan of this company; "What's the use to dig a hole. Let common sense decide." Their scale was inspected by a large number of Fair visitors.

DOMINION SCALE CO.

A new style wagon scale was shown by the Dominion Scale Co., of Winnipeg. This device fastens to any wagon box, and those interested in it claim that it will give the accurate weight of a handful of fence nails as easily as record the total weight of a load of wheat. The invention is that of Mr. J. R. Harrison, of Peoria, Ill., who was present, and the Canadian rights have been purchased by the exhibitors. This scale is made of malleable iron and steel. All pivots are case hardened steel, do not rest on the bearings while the wagon is on the road, consequently are always sharp and in good order for weighing. This firm report a fairly good week at the show.

CANADA WEST MANUFACTURERS.

Mr. J. A. Cowan, representing the Canada West Manufacturers, was kept busy giving continual demonstrations of the Cowan Current System grain pickler, made by this firm. The fact that bluestone or formaline can be used in this machine is a point that appears to be particularly attractive to Western grain growers and dealers. Mr. Cowan reported a very successful week.

GERHARD SPENST.

The firm of Gerhard Spenst, of Greta, Man., showed one of their Spenst grain separators. This machine is made specially for elevators, flour mills and warehouses. It requires 3 h.p. for operation and will clean from 400 to 700 bushels of grain per hour.

VIRDEN MANUFACTURING CO.

Introducing a comparatively recent invention, the Whiteford Justice Measure, Mr. A. E. Smith of the Virden Mfg. Co. of Virden, Man., was continually busy. This is a device for attachment to threshers instead of the present weigher. It measures every half bushel of any kind of grain automatically and strokes it all with a roller. It is understood that the manufacturers will have an interesting announcement to make to the trade in connection with this measure in the course of a short time.

HARMER IMPLEMENT CO.

This year the Harmer Implement Co. was again in evidence. They had two of their No. 1 fanning mills and a harrow cart on exhibition. Mr. John Harmer and Mr. J. M. Coates were looking after things. The latter reported a profitable amount of business during the fair.

BRANDON & ROBERTSON MANUFACTURING CO.

Among the out of town concerns showing was that of the Brandon and Robertson Mfg. Co., of Brandon, Man. They were present with one of their feeders for threshing machines.

NEEPAWA MANUFACTURING CO.

The interests of the Neepawa Mfg. Co., of Neepawa, Man., were not neglected. One of their well-known stackers was the centre of crowds of interested visitors when we called, and Mr. J. J. Nichol, the general agent of the company, who was in charge, had all he could do to answer the many questions and requests for information put to him. He stated his firm had a very good season but that business was scarce at the Fair.

PARSONS HAWKEYE CO.

Among the many interesting displays in Machinery Hall was one made by the Parsons Hawkeye Mfg. Co. under the management of Mr. C. D. Kimble. This firm were showing a Ruth feeder, a Hawkeye feeder, and a Hawkeye manure spreader. This latter was given great attention by many farmers. It consists of a box and spreader only, and is built to fit the ordinary farm wagon. The spreader gear is driven from both sides by a heavy sprocket chain, and is thrown on or out of gear by a side lever, which also controls its vari-

ous speeds. The manure is conveyed to the beater by a half apron. When emptied it is returned by the driver through the operation of a crank in front. Mr. Kimble was most enthusiastic about the possibilities this machine has for dealers and farmers in Western Canada. They also exhibited several lines of threshermen's supplies.

CARBERRY STACKER CO.

Mr. E. Jones, Manager of the Carberry Stacker Co., was on hand with one of his 2 in 1 Carberry Stackers. He reports a splendid trade this season, and said that his factory had to work to the limit to get out orders. He was fairly well satisfied with the results of his visit to the 'Peg.

ROYAL MANUFACTURING CO.

For the first time the name of the Royal Mfg. Co., appeared at the Winnipeg Exhibition. They were out with samples of their full line, including Monarch self-feeders, Fosston wind stackers, Royal belt guides, Royal oil pumps, adjustable belt guides, cylinder wrenches, water tanks, Closs adjustable sieves and chaffers, Fosston automatic grain cleaner, and their smut and seed cleaner. Mr. C. S. Whitworth, Vice-President and Treasurer, was in charge of the exhibit.

CRANE & ORDWAY CO.

The Crane & Ordway Co., of this city had one of their well-drilling outfits on show, as well as a full line of supplies for threshermen.

A Neat Catalogue.

From the Davenport Wagon Co., of Davenport, Iowa, manufacturers of the roller-bearing farm wagon of that name, we recently received a copy of one of their latest catalogues. This deals in an exhaustive manner with the construction of this wagon. There are a number of excellent halftones and the whole is very neatly printed. Dealers desiring further information regarding this vehicle should write the Fairchild Co., who are agents for Western Canada.

Delayed By Strikes

Owing to the recent strike of the bricklayers and other members of the building trades, work on the construction of the new Fairchild Co., warehouse has been considerably retarded. Now that the men are back again the work is being pushed forward as rapidly as possible. Already the first story is up and the structural work and stringers are placed for the next floor. The delay makes it impossible to say just when the building will be finished and ready for occupancy.

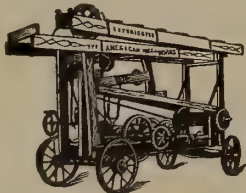
—THE—

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59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

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Correspondence solicited—giving details of what must be accomplished.

We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.

HONEYMAN, HAULTAIN & CO.

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Wholesale Commission Merchants

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Write for Catalogue.

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SPECIAL BARGAINS

IN

THRESHING

MACHINERY

We are offering special inducements in

**“BRANDON CORNELL” PORTABLE ENGINES and
THE FILSHIE “NEW FAVORITE” SEPARATORS.**

Must clear out the few remaining outfits we have in order to make room for our growing Gasoline Engine Business. The best opportunity any dealer ever had to supply the individual farmer with a first-class standard threshing outfit at a low price.

Can you not sell one of these outfits and make a handsome profit for yourself?

Write for full particulars immediately.

BRANDON GASOLINE ENGINES

Time Savers.

Labor Savers.

Expense Savers.

They are recognised as the standard for

Durability.

Efficiency.

Reliability.

“Brandon” engines save the operator time by reducing amount of attention necessary to a minimum, save labor by always being ready for work and easily started and save expense by their noted economy in fuel consumption.

Where efficiency is essential and reliability demanded the “Brandon” engine commands the trade. Neat and compact in design, embodying strength and utility. Every engine thoroughly tested with full load before leaving our works.



Sizes over 5 H.P. made Horizontal.

The Brandon Machine Works Co. Ltd.,

BRANDON, MANITOBA.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by

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CORRESPONDENCE

solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

AUGUST, 1907.

Firmness in Collections Necessary

As collection time draws nearer we again advise our readers to go after their collections this year. Go after them hard. Many dealers fear offending customers, and consequently losing them, by being firm in the matter of settlements. They fear the farmer will trade elsewhere. We believe there are grounds for doubting this assumption. If a farmer has a bill with a dealer for a large amount he is always chary about making new purchases and adding to his debt. In fact, if he has cash he often goes to another dealer to avoid meeting his creditor. Now if a dealer goes after his due and makes the farmer understand that he (the farmer) must meet his obligations in order that the dealer may meet his to jobbers and manufacturers, he is sure to retain the farmer's friendship and that farmer is always aware of where his credit is good. Besides if every dealer in every town talked the situation over with his competitors and all agreed on a collection campaign the trade would benefit, the farmers would benefit and nobody would suffer.

Collections are telling in the present stringency of money and, if the banks continue to refuse loans to manufacturers and jobbers, will have even greater influence on the situation in the near future. From what we have been told by bankers the present stand of the

banks in relation to credits will not be changed for some time to come.

It is generally stated that between twenty-five and thirty per cent of last year's collections are still unpaid. This season dealers will necessarily have to deal more firmly with their customers in the settlement of debts. Dealers themselves will be dealt more firmly with by jobbers and manufacturers, who must have money to carry on their business. This is the prevailing sentiment in trade circles. An effort will be made to clean up this year's paper when it is due, and we call the attention of the retail trade to this fact in their own interests. Manufacturing and jobbing enterprises are meeting with difficulty in negotiating loans from the banks, for which accommodation they have to pay a very high rate of interest and consequently are depending almost entirely on their collections this fall.

Record your Protest.

After November the 1st. the Board of Railway Commissioners for Canada will take up the matter of express rates. By that time all the various tariffs of the different companies will have been filed with the Board, together with the numerous petitions and memoranda presented by the most important industrial and commercial organizations throughout Canada, as well as the innumerable complaints that individual shippers will lay against the express companies.

In previous issues we have proven to our own satisfaction, at least, but more important, to the satisfaction of the trade, that express rates in Western Canada are too high and that there is not the latitude under the present classification schedules that there ought to be. Despite the very considerable increase in population in the West during the last five years, and a corresponding increase in the tonnage handled by the express companies there has been practically no reduction in rates, nor the slightest variation in the different classifications.

Lower rates are a necessity. Western shippers in order to get them, however, must make their demands known to the Railway Commissioners, Delegations and representations to the officials of the express companies avail nothing. That has been the experience of the past.

In order to secure rates more compatible with conditions and a change in the classifications that will remove the present unjust discrimination against shippers of castings, etc., every dealer in the West should place himself on record to the Railway Commissioners.

Every dealer has between now and the closing of the mail that will reach Ottawa on the last day of October to prepare his views. To secure a fairer tariff and equitable schedule every dealer should record his protest against existing conditions.



Mr. Edward S. Strachan.

For the benefit of our readers we reproduce herewith an excellent likeness of Mr. Edward S. Strachan, who succeeds Mr. Archie G. Watson as manager of the Western branch of the company. Though a comparatively young man Mr. Strachan is well and favorably known to many members of the trade throughout the West. He was born in Paisley, Ont., but received his education in the public schools and Collegiate Institute of Winnipeg. He joined the staff of the local office of the Watson Mfg. Co. in 1898, and has worked for them ever since, so that he has a wide and extensive knowledge of the business of the different departments. In appointing Mr. Strachan to this position we are confident the judgement of his employers will be fully upheld and accordingly wish Mr. Strachan every success. We know the trade will join with us in this wish.

B. Bell & Sons Assigns.

The firm of B. Bell & Sons, Limited, St. George, Ont., recently went into voluntary liquidation to Mr. E. R. C. Clarkson, in favor of their creditors. The company's liabilities are estimated at about \$120,000 and their assets are said to total in the neighborhood of \$210,000. The liquidation of the firm is attributed to the keenness of competition, money stringency, etc. Mr. Clarkson will close out the business entirely but whether or not the plant will be disposed of by public auction or private sale is not definitely known.

Wm. Johnston & Co. Retiring.

Mr. U. G. Orendorff, secretary-treasurer of the Parlin & Orendorff Co., of Canton, Ill., was in the city a few days ago. He was here for the purpose of carrying on preliminary negotiations for the taking over of the business of Wm. Johnston & Co. Discussing the matter

with us Mr. Orendorff stated that if, as he expected, arrangements were concluded satisfactorily his company would open a branch house here under their own management. It is their intention, if the transaction is consummated, to continue handling the lines heretofore represented by the Johnston Co., and add several others. Mr. Orendorff met many members of the trade while here, and after a careful investigation and review of conditions expressed himself as very well satisfied with the outlook.

A Receiver Appointed.

The business of J. M. Ross & Sons Co., St. Catharines, Ont., manufacturers of threshing machinery, was recently placed in the hands of a receiver. It is understood that this concern has been in a somewhat precarious financial position for some months past. The present stringency in the money market of the country has not helped matters, with the result that Mr. E. F. Dwyer has been appointed to wind up the business. This firm moved from Brampton, Ont., to St. Catharines, Ont., about three years ago, the latter place granting them a cash bonus of \$20,000 and a free site. Trouble arose between the company and the city. Reports say that the latter talked of retaining a portion of the cash bonus. This, however, was not done and the money was paid over, the city taking a mortgage on the Company's plant for \$20,000. The last development in the case is the appointment of a receiver.

Higher Prices for Next Year.

Agricultural implement and vehicle prices for 1908 delivery will be from 7½ to 15 per cent. higher than were those purchased to meet the requirements of this year. This advance will be over and above any increase that may have already taken effect. According to jobbers, many of whom have placed their contracts with manufacturers during the past month, it is necessitated by the higher prices demanded for all lines by the makers.

This advance on goods for next spring's trade was not wholly unexpected. In fact it has been foreshadowed for some months past. The principal causes are the higher prices demanded by the producers or raw materials, the scarcity and increased cost of labor, and, as far as Southern manufacturers are concerned, higher freight rates.

As dealers know, the average price for raw materials in 1905 were higher than the average for the preceding year; the figures of 1905 were topped by the averages of 1906 and these have fallen very considerably below the averages for the first half of 1907. Since 1904 there has been a continuous increase in living expenses in all parts of the country, consequently manufacturers have had to pay

considerably higher wages and salaries. These are to-day higher than at any other time in the history of the industry. Practically every article in the way of iron or steel which the manufacturer uses in the implement and vehicle trade has suffered an advance in freight rates in the south, or rather in the territory of the Central Freight Association, in which area most of the Southern implement factories are located. This increase amounts to about one-half a class on all iron and steel articles taking class rate. These new schedules hit manufacturers heavily in the increased cost of haulage of raw materials to their plants.

Of course every dealer who keeps in touch with the daily press is well aware of the advance made in iron and steel during the past few years. In 1904 the lowest average price on southern pig iron delivered at Chicago was \$12.75 a ton, the highest average \$17.15. In 1905 the lowest average was \$14.95 and the highest \$18.15. Next year the lowest average was \$17.15 and the highest \$26.90. The lowest figure quoted in this line for 1907, f.o.b. Chicago, was \$26.50 and the highest \$27.50. Take another example. Northern iron in 1904, delivered at Chicago, reached its lowest average at \$13.30, its highest at \$16.60. A year later the lowest was \$16.15 and the highest \$19.50. In 1906 the average dropped as low as \$18.10 and went up as high as \$27.00. In the early part of this year this same material advanced to \$28.50 and the lowest average price delivered the first six months was \$26.00. The price of bar iron f.o.b. Chicago, increased from \$26.00 as the lowest average in 1904 to \$35.30 in 1907. So far the average for this year has been about \$36.00. Practically the same advance is recorded in bar steel, large quantities of which are used by implement manufacturers. The lowest average for this commodity in 1904, f.o.b. Pittsburg, was \$26.00 and the highest average \$28.00. It has been impossible, so far this year, to buy bar steel for less than \$32 a ton. The term "lowest average" applies to the average prices of the month when the average was lowest and the term "highest average" to the average prices of the month when the average was highest.

In lumber there has been an advance all along the line varying from 15 to 25 per cent and even higher. Increases are registered in all smaller lines, such as enter into the construction of implements, etc.

Advanced charges are warranted by conditions and, as far as the dealer is concerned, he cannot afford to absorb any advances in the future as has been done in the past. The margin of profit upon which dealers are operating at the present time is altogether too close to admit of successful results. It is to be hoped this will be changed when the burden of advanced cost is placed where it rightfully belongs; viz., on the shoulders of the consumer.



Mr. Archie G. Watson

On August 15th. Mr. Archie G. Watson, manager of the John Watson Mfg. Co., here, left Winnipeg and the West to become Secretary-Treasurer of the company with headquarters at Ayr, Ont. We, with the rest of Mr. Watson's many friends, rejoice in his promotion, which is so well deserved, but regret that the acceptance of it demands the recipient's departure from our midst. Such, too, is the general feeling that pervades local circles, where the genial Archie has ever been a popular and useful member of the fraternity.

Among those who are well acquainted with him, Mr. Watson has been aptly termed "the oldest young man" in the business in the city. It was in 1891 he made his first appearance in this territory, when he came West in charge of collections for the Watson people. He remained here, working in all departments, until 1898 when he succeeded Mr. A. E. Watson as manager of the company's Western branch. Since that time the business has flourished like the proverbial bay tree. Under Mr. Watson's charge it has been developed and extended until to-day the company have wide representation

and many loyal friends from one end of the Prairie Provinces to the other.

In addition to being well-known in trade circles Mr. Watson has been prominently identified with many local organizations. He was one of the founders of the Winnipeg Wholesale Implement Association seven years ago, and one of its most active workers. Two years after the formation he was appointed Secretary-Treasurer, a position he held with unvarying success and satisfaction until the beginning of the present year when he resigned owing to press of personal business matters. That his services were appreciated by his fellow workers was fully evidenced by the handsome gold watch, chain and locket with which they presented him at the last annual banquet of the Association.

While, as we said, we regret Mr. Watson's departure, we are glad to know that he goes to accept a more responsible position in the service of his employers. On behalf of the retail and wholesale implement fraternity of Western Canada we wish him every jot and tittle of success to which a deserving fellow is entitled.

Personals

Brown & Murchison is the name of a new implement house recently started at Fairlight, Sask.

Mr. Roy E. Fleming is doing an implement and livery business at Manville, Alta.

It is reported that Mr. John Gray, implement dealer at Moosomin, Alta., is going out of business.

The firm of Mr. P. McDermott, Bowden, Alta., recently added hardware to his implement business.

It is reported that Mr. W. T. Beilby has started an implement, wagon, and carriage house at Clan William, Man.

Mr. H. A. Dunn, of the Fairchild Co., at Calgary, Alta., was in the metropolis while the Exhibition held the boards.

Mr. G. Holt, who has been running an implement and vehicle business at Airdrie, Alta., has been succeeded by Mr. T. E. Fair.

It is understood that the firm of A. A. Tait, at Dauphin, Man., recently underwent some changes and will be known as Tait & Job.

Mr. Fred E. Rennebohm, of the Gaar-Scott Co., Regina, Sask., was in giving the Winnipeg division a helping hand during the Fair.

Hodgins & Wilson is the name of the firm that took over the business of Wilson & Proctor, at Elm Creek, Man., a short time ago.

Mr. A. E. Sliter, of the Sylvester Mfg. Co., of Brandon, Man., was in the city in connection with his firm's interests a short time ago.

Mr. C. C. Webber, of Deere & Webber Co., Minneapolis, Minn., paid a visit to Winnipeg and the Fairchild Co., a few days ago. He was accompanied by Mrs. Webber.

Through an oversight we forgot to mention in our last issue that a firm known as Lauman & Stepler have opened up an implement and vehicle business at Morden, Man.

Mr. D. A. McDonald, implement dealer at Regina, Sask., was down taking in the big show, and incidentally calling on many members of the jobbing trade.

Mr. F. H. Holland, who travels out of Regina for the Tudhope & Anderson Co., was in the 'Peg giving his company a helping hand during the Fair.

Mr. P. Cooper, general agent for the Frost & Wood Co., at Regina, called on the local offices recently. He took in the Fair during his visit.

Mr. J. C. B. Inkster, Manager for the Brandon branch of the Frost & Wood Co., called on the head office here during the time of the Fair.

Mr. Archie G. Watson, manager of the John Watson Mfg. Co., made several trips through the West in the interests of his company the end of July.

Mr. H. Horsman, manager of the Dominion Carriage Co., Toronto, Ont., accompanied by Mr. L. Howse, a member of the travelling staff, was in the city during the past month. They were too late to take in the Winnipeg exhibition but took in the Brandon event.

Mr. S. S. Stratton, Jr., Secretary-Treasurer of the Gaar-Scott Co., was up spending a few days with Mr. J. M. Docker, their western manager, while the Fair was on.

Mr. J. M. Reid, manager of the Ontario Wind Engine & Pump Co., of this city, visited the Wheat City for a couple of days during the time their Fair was taking place.

Mr. Charles Deforge, who represents the Waterous Engine Co., at Regina, Sask., was in the city giving the company the benefit of his assistance during the Fair.

Mr. J. Inglis, implement dealer of Brandon, Man., visited the 'Peg during the time of the Fair. While on this trip he combined business with pleasure and called on many of the jobbing houses.

The firm of McNichol & Dodds who have been doing an agricultural, implement, wagon and carriage business at Wawota, Sask., passed into the hands of a new partnership known as Christopher & Dodds.

Mr. D. B. MacLeod, Western manager of the North West Thresher Co., with headquarters in Winnipeg, was up in Brandon for a couple of days during the Fair.

Miller & Bard who have been engaged in the agricultural implement and vehicle business at Leavings, Alta., recently dissolved partnership. Mr. F. Bard will continue.

Mr. R. B. Lourie, sales manager of Deere & Mansur Co., of Moline, Ill., was in the city last week on a visit to the Fairchild Co.

The Great Northern Supply Co. recently took over the business of J. Y. Doonan & Co., at Swift Current, Sask.

Thompson & Code is the name of a firm that recently took over the agricultural, implement and vehicle business of Inglis Bros., at Camrose, Alta.

Mr. E. A. Mott, Western manager of the Cockshutt Plow Co., recently left for the factory at Brantford, Ont. He will be absent until about the 1st of September.

Mr. James Sherriff, though now out of the implement business and farming at Arden, Man., spent a good deal of his time round among his old friends of the trade while the Winnipeg Exhibition was on the boards.

Mr. W. H. B. Sharp, of Indian Head, Sask., while in Winnipeg recently, said that the crop outlook in his district was very favorable. He reports good business in implement lines during the past season.

Mr. I. L. Torrance, Manager of the Armstrong Carriage Co., of Guelph, Ont., whose goods are handled in Western Canada by the Cockshutt Plow Co., called on his representatives during the Fair. He was accompanied by Mr. Robert Walker of the same firm.

Mr. C. A. Paul, of the Havana Metal Wheel Co., of Havana, Ill., was in Winnipeg for several days during the Industrial. Mr. Paul was inspecting conditions governing trade in his line in this territory.

Mr. J. E. Tysoe, formerly accountant of the Frost & Wood Co., at this point, but now representing the firm of Beals & Hoar, Edmonton, Alta., was in the 'Peg taking in the exhibition and renewing old acquaintances.

Mr. C. Erisman, sales manager of the Hartley Weigher Co., of Decatur, Ill., was in the West during the Winnipeg and Brandon exhibitions. Mr. Erisman was fairly well pleased with prospects and the results of his trip.

Mr. I. Ewing, of the T. E. Bissell Co., Elora, Ont., is at present making a tour of the West in the interests of his company. Before going out he spent a couple of days with Joseph Maw & Co., who handle Bissell goods in Western Canada.

Mr. J. R. Steele, of Steele Bros., implement dealers at Le Vallee, Ont., was in the city for a couple of days during Exhibition week. Speaking of conditions in his territory, Mr. Steele said that the outlook was very satisfactory. He reported a heavy crop of clover and timothy, and said that conditions in the implement business were all that could be desired.

Mr. D. H. Watson, Secretary-Treasurer of the Brandon Machine Works Co., Brandon, Man., was in the city during the Fair. Asked as to what was the newest thing in trade circles, Dave replied: "Same old thing, Lack of money!"

The firm of Heath & Howard, who are operating a hardware and small implement business at Vermillion, Alta., were recently the victims of fire. The loss was estimated at about \$2,000 fully covered by insurance.

Mr. E. E. Ffolkes, President and General Manager of the Wilkinson Plow Co. of Toronto, Ont., who are represented in Western Canada by the Stewart-Nelson Co., was in the city on a business trip a day or two ago.

Mr. W. E. Hall, of the Frost & Wood Co., Calgary, Alta., was down for a couple of days during the progress of the Winnipeg Exhibition. When Mr. Hall called it was our misfortune to be out. We hope he will call again the next time he is in Winnipeg.

Mr. Frank L. Miller of the firm of Miller & Anderson, of Clareholm, Alta., died at his home on June 22nd. Mr. R. E. Moffatt, who was the former owner of this business, has taken charge of the management for the widow of the deceased partner.

Mr. George Manuel, of the Manuel Co., Edmonton, Alta., couldn't resist the gathering of the fraternity at Winnipeg and was down for the big show. He reports having had a splendid trade in all lines since the beginning of the year.

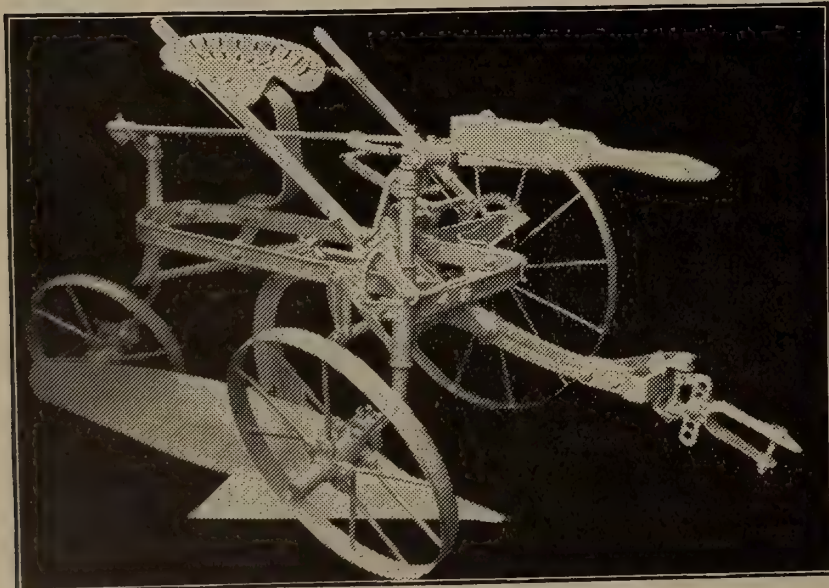
Mr. Geo. Backman, of the Union Iron Works, St. Thomas, Ont., manufacturers of harrows, scrapers, and other kindred lines, was in the city for a number of days a couple of weeks ago. Mr. Backman was making a tour through to the Coast.

Mr. Thomas Bellamy, of the Bellamy Implement Co., Edmonton, Alta., was in town when the big Fair was going on. We understand that he was very well pleased with the result of the season's operations in his district, and that he was confident a profitable crop would be harvested.

Mr. H. H. Kohlman, Manager of the Fairchild Co., Regina, Sask., was in the city from the 13th to 20th of July. He spoke very favorably of trade conditions in Saskatchewan, and stated that the crop outlook was very satisfactory though the grain was a couple of weeks behind.

Mr. S. W. White, Sales Manager of the Emerson Mfg. Co., of Rockford, Ill., whose goods are handled in Western Canada by Tudhope Anderson & Co., was up on a visit to them during the time the Exhibition was in progress. Mr. White was extremely gratified at the amount of business his concern is doing in this territory. While here he discussed conditions in all their phases with both dealers and farmers, as well as his representatives, and left well satisfied as to future prospects.

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The Perfection of all Riding Plows.

Always in the lead, because experts are constantly in the field, studying conditions, and applying new ideas. Every detail of construction and finish is perfect. Let us tell you more about them.

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THE FULLER & JOHNSON MFG. CO.,

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THE STEWART-NELSON CO., LTD.,

GENERAL AGENTS, WINNIPEG.

**GRAND
TRUNK
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SUMMER TOURS

from Winnipeg to

TORONTO \$39.70

OTTAWA \$46.95

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AND RETURN.

RATES to other Eastern Points correspondingly reduced.

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Stop over privileges allowed. Visit Niagara Falls en route. For full particulars apply to

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260 Portage Avenue, Winnipeg, Man.



Members of the Winnipeg Wholesale Implement Association at St. Charles Country Club.

BACK ROW: Alf. Maw, F. D. Blakely, Wm. Johnston, I. C. Nelson, J. Schiedel, Wm. Sharman, J. Bryan, M. J. Rodney, J. D. Balfour.

CENTRE ROW: Geo. Erb, H. W. Hutchison, J. M. Reid, J. J. Bugee, S. S. Bean, Archie G. Watson, C. H. Whitaker, Ed. Heath, G. E. Carpenter, Ed. S. Strachan, C. Tyrrell.

FRONT ROW: J. M. Docker, Wm. Antliff, John Adams, John Stevens, Thos. W. Learie, E. Cahill.

Mr. J. E. Ruby, manager of the Frost & Wood Co., of this city, is at present enjoying a few well earned holidays.

Mr. J. P. Ritchie, who has been connected with the staff of the International Harvester Co., of this city, recently joined the staff of the John Watson Mfg. Co.

Mr. R. MacKenzie, manager of the McLaughlin Carriage Co., of this city recently left on a trip to the Coast. He expected to be absent about a month.

Mr. T. McKnight, Western representative of the E. N. Heney Co., Montreal, Que., left a few days ago on a trip through to Vancouver. He will stop at a number of places on the way out, but will cover his entire territory on the return journey.

According to all the members of the wholesale trade, the most remarkable thing about Winnipeg Fair this year was the fact that Mr. Geo. Dinwoodie, of Neepawa, Man., failed to make his regular appearance. Almost every man in the business, at least all of those who enjoy his acquaintance, asked the question, "What's the matter with George?"

Mr. J. Campbell, manager of John Campbell & Sons, makers of carriages at London, Ont., accompanied by his firm's Western representative, Mr. George Grainger, were on a trip through this territory a short time ago. While in the city during the exhibition they called on many members of the trade.

Mr. D. D. McGillivray, manager of the Regina Windmill and Pump Co., Regina, Sask., took advantage of the large crowd visiting Winnipeg and came down for the Fair. While here he met a large number of dealers from all over Manitoba and Saskatchewan. He was gratified with the results of his visit.

Mr. M. Legatt, Massey-Harris agent at Birtle, Man., was in the city for a few days during the progress of the Fair. Mr. Legatt stated that the outlook in the Birtle district was exceptionally satisfactory, though the crop was from two or three weeks late. He expects a fairly good trade in the fall lines.

Mr. W. L. Clarke, sales manager of the Moline Wagon Co., Moline, Ill., was the guest of the Fairchild Co., during Fair week. Mr. Clarke was paying his first visit to Winnipeg, and was quite enthusiastic over the city and its wonderful development. He returned home well satisfied with the pleasant and profitable time spent.

Mr. J. S. Kelly, a partner in the well-known implement firm of Merrell & Kelly, Souris, Man., was in the city recently. He reports a fair crop in the Souris district, and considered that the average yield would not be lower than twelve bushels to the acre. He is expecting a good mower and rake trade this season.

The American-Abell E. & T. Co. as in the past few years, had a big showing of their various lines on their own grounds at the head of

Dufferin Avenue, West, just adjoining the driving entrance to the exhibition. Here they were visited by many friends, and both the manager Mr. L. Hartshorne and his genial assistant, Mr. E. Johnston, report a very busy week.

Mr. H. Whitehead, manager of the Brantford Carriage Co., of Brantford, Ont., whose goods are handled in Western Canada, by Joseph Maw & Co., was up as their guest, during the Exhibition. After spending several days with them here he continued his trip through to the Coast. *En route* he stopped off at Regina, Calgary, Banff and other points.

Mr. E. R. Beeman, First Vice-President of the Monitor Drill Co., Minneapolis, Minn., visited Winnipeg and the Fairchild Co., his representatives, while the big show was taking place. Mr. Beeman only stayed a day or so, but was well pleased at the outcome of his visit. Like the Fairchild Co., he is looking for a big demand for Monitor drills the coming season.

During the Exhibition, Mr. H. R. Tudhope, secretary and treasurer of the Tudhope Carriage Co., of Orillia, Ont., paid a visit to Tudhope Anderson & Co., of this city. Mr. Tudhope was well pleased with the amount of business done by his company during the past season. He said that they were running full speed at the factory, and that the orders were still ahead of them. He expected a big cutter and sleigh business from Western Canada this year, provided con-

ditions for the use of these goods are right. He returned home well satisfied with his trip.

Mr. J. Rennie, traveller for the Frost & Wood Co., on the main line of the C.N.R., was in for the Fair. He reported a fairly good crop in his territory, and stated that the straw yield would be exceptionally heavy. In his opinion, there would be a fairly good trade in fall lines, providing no unforeseen condition affected the crop between now and harvest.

Mr. W. D. Bentley, Canadian Representative of the David Bradley Mfg. Co., of Bradley, Ill., recently returned to the city from a trip up the Kirkella branch. During the Fair he had a nice display of Bradley goods on the floor of the McKee showrooms at the corner of King and James Streets. He reports a large number of dealers in the city.

Mr. R. S. Bean, Gretna, Man., accompanied by his wife and daughter, was in Winnipeg for a couple of days while the Winnipeg Industrial was in progress. On being questioned as to crop conditions, he stated that they were nothing to brag about, and from what he had to say we inferred that he was not very optimistic regarding the outcome in his territory.

Mr. W. N. Ingham, who recently opened up in the hardware and implement business at the new G.T.P. and C.P.R. town of Nokomis, Sask., was in town on a business and pleasure trip during the Fair. Mr. Ingham was ex-

ceptionally optimistic regarding the future of the town in which he is located. He said prospects for a great farming country were very favorable, and considered it would become one of the most profitable wheat growing sections of the prairie provinces.

Mr. C. D. Ellwood, of the Wm Johnston Co., with headquarters in Regina, was in the city for a week or so very recently. Speaking of crops he reported a favorable and satisfactory outlook providing the early frosts hold off. He reported a very fair trade this year.

Mr. A. B. McLeod, of McLeod & Hanley, Brandon, Man., was in Winnipeg on a combined business and pleasure trip during the progress of the Industrial. As usual with visitors from outside points we questioned him as to the state of the crops in his territory. He said that it was good in spots. There was every likelihood of taking off a profitable harvest north of Brandon, but that things were largely regarded as doubtful in the eastern section adjoining the city. The outlook was more hopeful in the west and south.

The Franklin Realty & Trading Co., capitalized at \$90,000, recently opened up in the agricultural implement, real estate and general store business at Nokomis, Sask. Those interested in this enterprise hail from Malone, N.Y., and have had a wide and varied experience in commercial life. The town selected for their operations in Western Canada is at the junction of the Grand Trunk Pacific Railway, and the Pheasant Hills branch of the Canadian Pacific Railway, and they are confident of a big thing in the future.

Mr. R. C. Anderson, Secretary of the J. I. Case Plow Works Co., was in the city in connection with matters affecting his company's interests in this territory. Speaking of general conditions in the South, Mr. Anderson stated that everything was about the same as in Western Canada—considerably backward. Texas cotton crop is a month behind. Kansas wheat crop was late, but will yield about sixty-five million bushels. Missouri, Indiana and Illinois will yield a fair crop of all grains, but the season is also very backward. In the

Dakotas, Minnesota, and other north-western states, the outcome is as yet largely problematical. Mr. Anderson stated that the general conditions of trade were rather quiet, and that future prospects were wholly dependent on the result of the farmers' operations this season. Discussing advanced costs this gentleman stated that it would range from $7\frac{1}{2}\%$ to 10% on goods for 1908 delivery, and was entirely due to the higher costs of raw materials, and the increased price demanded by labor. The Secretary of the J. I. Case Plow Works was very well pleased with the past business his concern had received from the prairie provinces.

Mr. D. J. Taylor, manager of the Cockshutt Plow Co., at Regina, favored us with a call while at the Winnipeg offices during the Exhibition. Mr. Taylor reported a very successful season for the Cockshutt Company in Saskatchewan, territory. He said crops were looking very much better in that province than in Manitoba, and that a fairly good yield was contemplated by both farmers and dealers. With reference to collections, he said

that money was exceedingly scarce, and despite the fact that last year had resulted very profitably for both the farming community and members of the trade, there was yet a very large percentage of the incurred indebtedness outstanding. For the benefit of his friends we may say since we last saw Mr. Taylor he has removed his beard, and, not having seen him without it for very many years, we were almost at a loss to place him for a few minutes. Don't let him fool you.

Mr. E. Ellwood, Canadian manager of the Sharples Separator Co., whose headquarters are in Toronto, was up for the Fair. While this far he continued his trip through to the Coast, where he intended to put in a week or two. He took his rifle along, and was going to have a try for some big game in the mountains. Mr. Ellwood was very well satisfied with the amount of business secured by his company in Western Canada during the past year. It was his opinion that a short crop might have the effect of making farmers realize that it was profitable to keep dairy cattle and

The Mill which will sell, stay sold, and sell more for you, is the Mill you want to tie to,

THE JEWEL

Will do this because of its superior construction and equipment. The Jewel will separate oats from wheat, rye from wheat, cheat and cockle from wheat; and clean and grade wheat, oats, rye, barley, etc., and do all of this work to the entire satisfaction of your customers. Don't you want the exclusive sale of the Jewel for your vicinity? Send for full description and prices of the Jewel, and we will show you how you can secure all of the mill business from your strongest competitor.

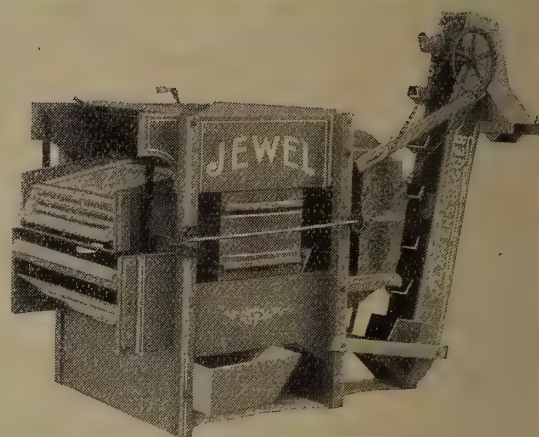
It will pay you to write now before you forget it.

THE FAIRCHILD COMPANY,

WINNIPEG

REGINA

CALGARY



THE JEWEL

GET

the KENTUCKY agency and you will see that it pays to sell a machine that YOU can guarantee.

Kentucky Drills are peculiarly adapted to the needs of the North-West farmer.

ALL STYLES
ALL SIZES.

Send for Catalogues

**The American
Seeding-Machine Co.**

Incorporated,
WINNIPEG, Man.

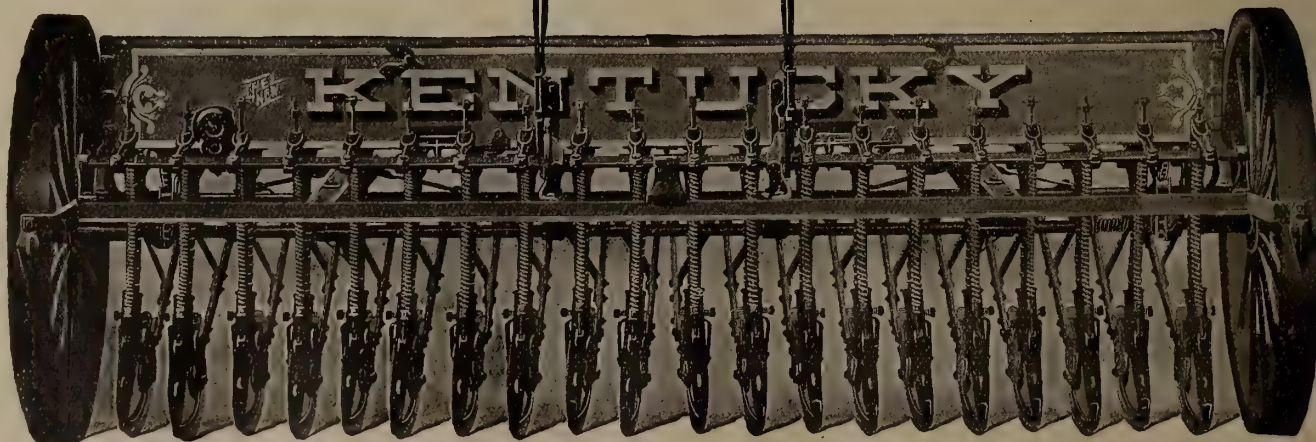
KENTUCKY

Single Disc, Double Disc, Shoe.

"Good as
Wheat in the
Mill."

Grain Drills

Interchangeable.



to purchase cream separators instead of devoting their entire attention to grain growing.

Mr. J. E. Glennie, of the firm of Glennie & Rodgers, Macdonald, Man. was down taking in the Exhibition and visiting the jobbing trade. He stated that things were looking fairly good in his district, and that the crop was not a complete failure by any means. Discussing spring business, Mr. Glennie said it was fully up to what he anticipated, but the outlook for fall sales was not nearly as favorable. Questioned as to whether or not his firm had suffered through a prominent mail order house having entered the twine market, he said that the business had been slashed considerably by this competition. He said that samples of the twine he had inspected, while fairly uniform, were exceedingly

coarse and heavy in the strand. Mr. Glennie and his partner are devoting considerable of their attention to the real estate business.

Mr. Stanley B. Lafferty, President of the Red Jacket Mfg Co., of Davenport, Iowa, was in Winnipeg recently on his way home. On June 20th. he left the factory and journeyed to 'Frisco, touching at all points on the road where Red Jacket pumps are jobbed. He then visited his representatives in Vancouver and returned home by way of Calgary, Regina, and Winnipeg. He spent a day with Mr. D. D. McGillivray, of the Regina Windmill & Pump Co., Regina, who have the agency for Red Jacket goods in the three prairie provinces. Mr. Lafferty was impressed with the country and its possibilities but like everybody else, believed that conditions at the present time depended

entirely on the crops. He stated that raw materials in his particular line had advanced as much as from 15 to 75 per cent during the last few years, and the great trouble manufacturers were having with their help was one of the chief reasons for increased cost of labor. Mrs. Lafferty accompanied him on his trip and both thoroughly enjoyed it.

As was expected by the trade generally there was a larger number of dealers visited Winnipeg Exhibition this year than has been recorded in many past seasons. To make special and individual mention of every member of the fraternity then in town would require more space than this issue will permit. Consequently we are compelled to leave out the names of several hundred dealers who were in the city on business and for pleasure at the time of the big show.

Regina.

The Regina Exhibition held July 30th and 31st and August 1st and 2nd, was by all odds the best ever held in Saskatchewan. The weather for the four days was ideal. Citizens' day brought out a crowd of over 15,000 people. President A. T. Hunter, Manager E. Meadows and the directors are to be congratulated on having made such a success of their first Provincial Fair. One strong feature of the exhibition was the large number of exhibits of Engines and Threshers. Practically every firm doing business in Saskatchewan had rigs on the grounds.

The implement business in Regina is decidedly quiet at the present time. A certain quantity of mowers and rakes are going out but other lines are not in much demand.

THE MANITOBA LINE

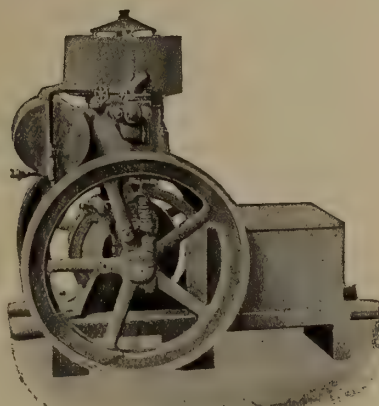


"Manitoba Windmills"

The most scientifically constructed in the world. Compression grease cups and interchangeable phosphor bronze bearings and the reversible one-piece pitman. The right combination for a long life. Our windmills have larger gearings than any other mill of equal size on the market.

"Manitoba" Gasoline Engines

Are power perfection. No water tanks. No gasoline pumps. Anti-friction babbitt bearings. Perfect yet simple lubrication.



* Write for catalogues, prices and terms and remember we protect the trade.

The Manitoba Windmill and Pump Co., Limited

BRANDON, MAN.

Box 301

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales have greatly increased.



THEY ARE

Light Running

Well Finished

Attractive in Appearance

AND MADE BY THOROUGHLY EXPERIENCED MECHANICS

Of the very best materials throughout every stick of which is perfectly air-dried.

OUR GUARANTEE IS BACK OF THEM.

WRITE US

The Fairchild Co., Ltd.

WINNIPEG

REGINA

CALGARY

Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.**

Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Munro Wire Works, Winnipeg

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio
156 Viaduct



Offering Special Inducements in Threshing Outfits.

Mr. J. W. Thompson, Manager of the Brandon Machine Works Co., of Brandon, Man., gave us a call a few days ago. He stated his concern have been meeting with great success in their gasoline engine business. In order to take care of it they desire to close out their entire line of threshing machines, and as an inducement are offering some special bargains in "Brandon Cornell" engines and Filshie "New Favorite" separators, which make a splendid outfit for the individual farmer. In connection with their gasoline engine trade Mr. Thompson reports having placed engines for operating elevators with the following concerns: Geo. McCulloch & Son, Souris, Man., C. E. Benell, Brandon, Man., 3 engines; Farmers' Elevator Co., Altamonte, Man.,

and 2 engines with the Lake of the Woods Milling Co. Mr. Thompson is very sanguine of a successful fall trade.

Change in Position.

Mr. F. W. Waller, who has been manager of the Sylvester Mfg. Co., of Brandon, Man., for a number of years was recently appointed manager of the company at Lindsay, Ont. He left during the past month to assume his new duties and responsibilities. He was well and favorably known in trade circles and on behalf of the implement fraternity of Western Canada we wish him every success. The vacancy at Brandon caused by his resignation is being filled by Mr. W. H. Reed, who is acting manager. Mr. Reed has been in the West for about seven years, has a good connection and a wide acquaintance among the retail trade.

Farewell Dinner to Archie G. Watson.

On Thursday evening, Aug. 8th, the members of the Winnipeg Wholesale Implement Association entertained Mr. Archie G. Watson, who left on the 15th inst. for Ayr, Ont., to a farewell dinner at the St. Charles Country Club. The trip was made by chartered car, the ride taking about an hour each way. This feature was very much enjoyed by those present. On arrival at the Club a photograph was taken, a reproduction of which appears in this issue.

The party in attendance consisted of the following gentlemen:—Archie G. Watson and Ed. S. Strachan, Watson Mfg. Co.; H. W. Hutchison, Fairchild Co.; Geo. W. Erb, Waterous Engine Co.; S. S. Bean, American Seeding-Machine Co.; M. J. Rodney, International Harvester Co.; John Stevens, John Stevens Co.; John Adams, Cockshutt Plow Co.; Alf. Maw, Joseph Maw & Co.; W. Antliff, Melotte Separator Co.; J. M. Docker, Gaar-Scott Co.; Wm. Johnston, Wm. Johnston Co.; J. D. Balfour, Balfour Imp. Co.; J. M. Reid, Ontario Wind Engine & Pump Co.; J. Schiedel, Waterloo Mfg. Co.; C. Tyrrell, Well Machine & Windmill Co.; J. Bryan, Tudhope & Anderson Co.; E. Cahill, Wm. Gray & Sons Co.; J. J. Bugee, Canadian Moline Plow Co.; I. C. Nelson, Stewart-Nelson Co.; G. E. Carpenter, Winnipeg Jobbers' & Shippers' Association; and Thos. W. Learie, Secretary of the Association; and the following members of the press:—Wm. Sharman, Nor'-West Farmer; Ed. Heath, Canadian Thresherman and Farmer; and F. D. Blakely, Canadian Farm Implements.

The wants of the inner man satisfied, the board was cleared, chairs pushed back and cigars lighted. The president, Mr. Whitaker, presided and the duties of the office never fell into more capable hands. After making reference to the early

leaving of the guest of the evening, he expressed the regret felt by all at Mr. Watson's intended departure. While he would be missed by the trade as a whole his loss would be more severely felt in the Association, of which he was one of the founders and at all times an active member. In proposing "Our Guest" he coupled with it the names of Messrs. Erb and Stevens, two old timers, close friends and business associates of the departing guest.

Both gentlemen spoke of their experiences in by gone days when things were very disheartening and discouraging to those engaged in the implement business. They paid many tributes to the integrity and ability of Mr. Watson and of the straightforward dealing of the company with which he is so closely connected. Like the chairman they tendered their regrets at his departure and wished him every success.

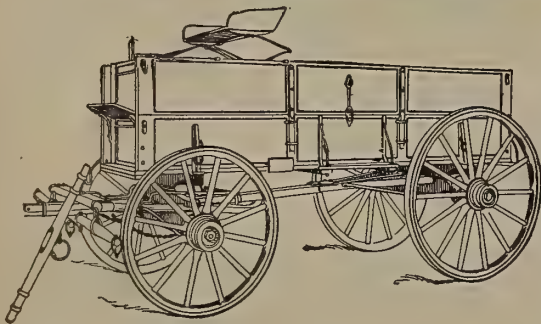
In reply Mr. Watson stated that he was deeply grateful of the honor conferred by the occasion. He was sorry to leave Winnipeg and the West, where he had so many staunch friends. However, he felt the necessity of departure and in answering "the call of the East" would take with him much of the Western spirit. He recited many incidents of the past and promised the trade, at least, an annual visit. Several other members spoke including Messrs. Hutchison, Bugee, Bryan, Nelson, Balfour, Learie, and Strachan, who succeeds Mr. Watson here. After a most enjoyable evening the gathering broke up with "Auld Lang Syne."

A Toast by Adam's Sons.

Here's to the Garden of Eden,
Where Adam was always a-weedin',
Till Eve by mistake
Got bit by a snake,
Who on the ripe pippins was feedin'.
Then a longing it seemed to possess her,
For clothing sufficient to dress her,
And ever since then,
It's been up to the men
To pay for her dresses,—God bless her!

THE JACKSON WAGON

Best and most improved wagon in Canada



Your attention is called to

NINE POINTS ONLY

Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1 1/2 inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Has all the points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Jackson Wagon Co., Limited, St. George, Ont.

Western Selling Agents

JOSEPH MAW & CO., LIMITED, WINNIPEG.

HOOSIER GRAIN DRILLS

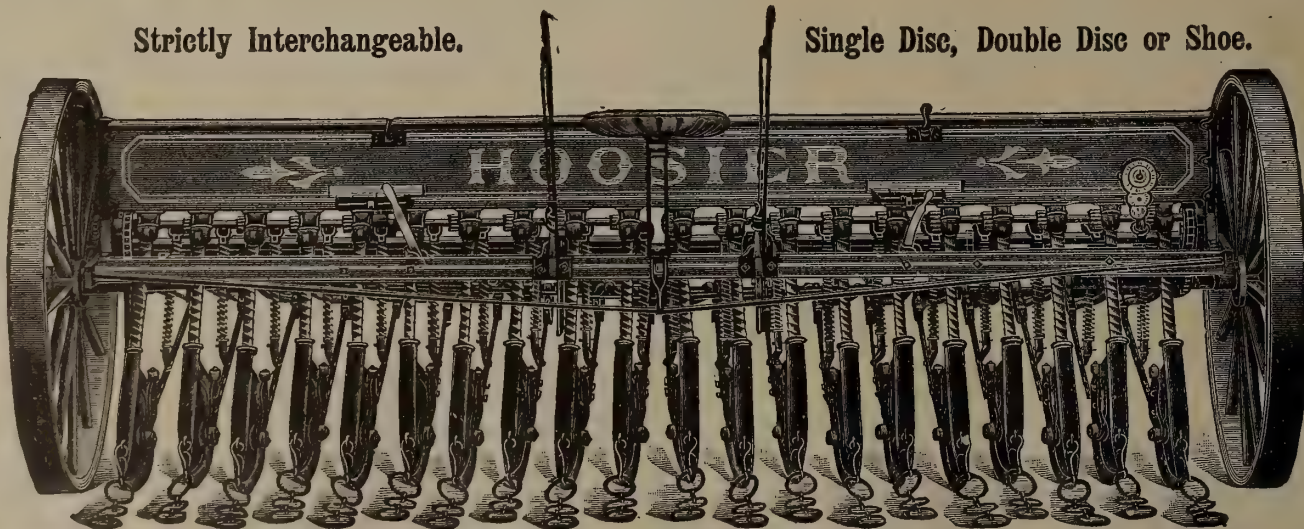
Strictly Interchangeable.

Single Disc, Double Disc or Shoe.

An Agency will
pay you

The Hoosier
will pay the
Farmer

A Good
Combination



The Hoosier
Low-Down
Press Drill
Wins Trade

Write for our
Proposition
Now

THE AMERICAN SEEDING-MACHINE CO., Incorporated

WINNIPEG, MAN.

Remarkable Success of Studebaker Bros.

The adjoining is a splendid illustration of the factory of Studebaker Bros. Mfg. Co., at South Bend, Ind. The past year has been the most successful in the history of their plant. Every department is taxed to its utmost capacity to fill the orders that come in in ever increasing volume from all over the world.

To give an idea of the world-wide demand for Studebaker vehicles here is a partial list of foreign points to which shipments have been made in the past few weeks. Chubut, Argentine Republic, South America; Puerto Cortez, Honduras, Central America; Georgetown, British Guiana, South America; Buenos Ayres, Argentine Republic, South America; Cape Town, South Africa; Pretoria, Transvaal, South Africa; Mombassa, British East Africa; Upper Congo District, Central Africa; Vladivostok, Siberia; Fairbanks, Alaska; Schwanen, Switzerland; Calais, France; Grayshott, County Surrey, England.

It is surprising the great number of Studebaker vehicles, especially farm wagons, that are in use in the North-West. Every season they seem to be in better favor with the trade and with the farmers.

Every year the Studebaker vehicles become better known, and as they become better known the demand increases.

The Studebakers claim they have made and are making the best vehicles in the world. That is why they find it harder every year to supply the demand for their goods. That is why most of their departments are working overtime to fill orders.

Quality has been the sure foundation upon which the remarkable Studebaker success has been built. No group of men have ever more fully appreciated the value of quality than did the five Studebaker brothers. Brought up as they were in an atmosphere of integrity, they could not be satisfied to have a

vehicle bear their name unless they were absolutely sure that it was an honest job all the way through.

It is this self-same policy which is to-day carrying this remarkable enterprise to still greater heights of success, and which is opening up to them the vehicle markets of the world.

CO-OPERATE WITH THEIR AGENTS.

The Studebakers laid a sure foundation for trade by making reliable vehicles, but they didn't stop there. They told the people what they were doing. They told the people why they believed the Studebaker vehicles were the best to buy, and they have kept on telling them year after year.

This has been accomplished through advertising.

Millions of people are reached in this way, and the name Studebaker has become a household word. To make this general advertising doubly effective, to form a point of contact between the buyer and seller, the Studebakers have worked out a co-operative plan of publicity for their agents, so that every agent gets the direct benefit of their great

publicity. "See the Studebaker Agent" is their slogan, and every effort is made to link together the general publicity of the home office and the local advertising of the Studebaker agent.

After a Studebaker agency has been established every assistance that the home office can render the agent to build up his business is at his disposal. Large painted agency signs for the front of his repository, fence signs to tack up on the roads leading into town, descriptive booklets and printed matter to mail to his customers, handsomely lithographed stationery at cost, newspaper electros mortised with the agent's name to run in the local paper—these are some of the business builders which the Studebaker Co. place at their agents' disposal.

Another feature of the Studebaker publicity for agents is the yearly



distribution of the Studebaker Almanac through their agents. Every agent is furnished with as many almanacs as he can profitably use, each almanac bearing his business card. These almanacs are prepared with a great deal of care, and are a constant reminder throughout the year of the Studebaker vehicles and the agent who sells them.

"It pays to be a Studebaker agent" is the claim put forward by this Company.

Phenomenal Development.

On June 27th, the Census and Statistics Department of the Dominion Government, at Ottawa, issued a bulletin on the capital employed in manufacturing establishments in Canada. In 1900 the money invested in manufacturing industries amounted to \$446,916,487 while in 1905 it totalled \$843,931,178. This is an increase of \$397,041,691 in five years, or equal to about 90 per cent. In 1900 there was \$18,207,342 invested in the manufacture of agricultural implements in this country. In 1905 this amount was increased to \$28,409,806, or \$10,202,464 greater than the total of 1900. Thus has the implement business of Canada developed during the past half decade. What will the next five years record?

The PETERS Double Cylinder FORCE PUMP

The Best Hand Force Pump that Money Can Buy!

The most profitable to the dealer. The most satisfactory to the consumer. It's a pump that pleases everybody.

It has double the capacity of any other Pump because it has Two Cylinders. You save 50% labor and 50% wear on your pump.

There is no rod inside the pipe to obstruct the flow of water or cause friction.

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

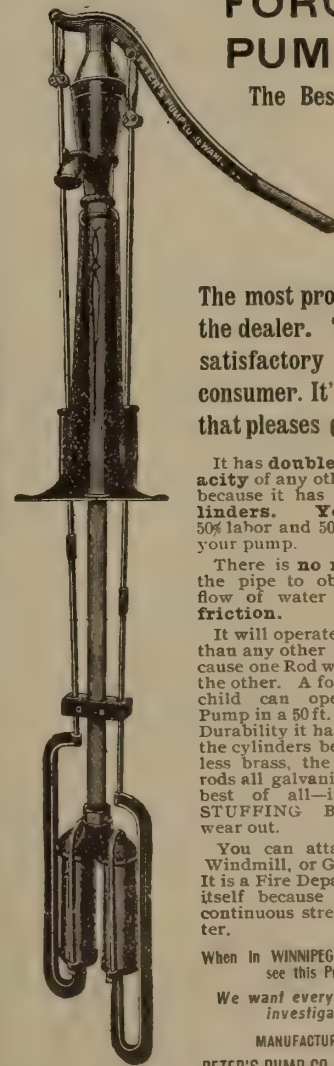
When in WINNIPEG don't fail to see this Pump.

We want every Dealer to investigate.

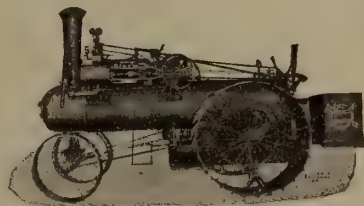
MANUFACTURED BY

PETER'S PUMP CO. KEWANEE, ILL.

W. JOHNSTON & CO., Limited
General Agents: WINNIPEG

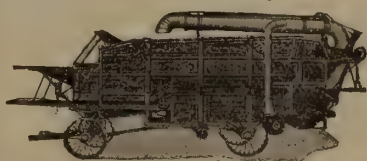


WATERLOO THRESHERS AND ENGINES



Superior quality Engines 16 to 25 h. p. Heavy Gear Plowing Engines.

Separators "Champion" and "Manitoba Champion"—Sizes 33-42 to 40-62.

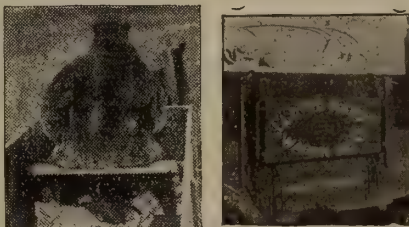


HEAD OFFICE AND FACTORY:
WATERLOO, ONTARIO, CANADA
BRANCH OFFICE AND WAREHOUSE:
WINNIPEG, MAN., AND REGINA, SASK.
Write for Catalog and mention this paper.

ADDRESS:

Waterloo Mfg Co., Limited

LLOYD'S Handy Low Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

DEALERS: There are 250,000 farm wagons used in Manitoba, Saskatchewan and Alberta, all having the old, high spring seat. You can sell thousands of our seats to these people. Why not try it? There is money in it for you.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.

Factories: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

Barrie Carriage Co.'s New Connection.

In future the products of the Barrie Carriage Co., of Barrie, Ont., manufacturers of carriages and sleighs will be represented in Western Canada by the Stewart-Nelson Co., of this city. This was the arrangement recently reached when Mr. W. E. Hazzelwood, general traveller of the Barrie people was in the West. During the time he was here he made a trip through as far as Moose Jaw on the main line and back by way of Southern Saskatchewan and Manitoba. Despite the fact that the crop was considerably behind Mr. Hazzelwood was very favorably impressed with prospects. He returned home congratulating himself on the results of his visit.

The Deere Annual Picnic.

July 20th was another red letter day at the plant of Deere & Co. Not a sign of smoke was visible from the tall stacks, every hammer ceased to ring, not a belt stirred, the big factory was silent, and all the offices were deserted; the occasion was the annual picnic given by Deere & Co. to their employees. Over eight thousand people were the guests of the company on that day. Every "Deere" employee was given free transportation for himself and family, and they were all present. A big programme of sports was

held. According to the Advertising Manager, Frank D. Blake, "each individual had a special license to have a good time and every license was in active use all day."

A Fine Holiday Trip.

Mr. S. S. Bean, manager of the American Seeding-Machine Co., here, recently returned to the city from an extended trip in the south. Mr. Bean was accompanied by two members of his travelling staff, Messrs. Geo. R. Bowles and M. P. Roblin. Leaving the 'Peg the party went to Springfield, Ohio, the home of Superior drills and disc harrows. Mr. Bean stated this factory, though working to the limit and having been increased fifty per cent in capacity, was some hundreds of carloads behind on orders. Leaving Springfield the party journeyed to Richmond, Ind., the home of the Hoosier Drill Co. Here the visitors found the company enjoying a portion of a new plant they have under construction. When this is entirely completed it will give the Hoosier people double their present output. The Blue Grass state was the next on their list and here the visiting trio were given every opportunity to inspect the splendid plant of the makers of Kentucky drills, at Louisville, Ky. Here Messrs. Bean and Bowles, accompanied by their wives, left Mr. Roblin, who returned by way of Cleveland and Buffalo to his old

home in Toronto. The others then went down through Kansas, Oklahoma, into Texas and New Mexico. Mr. Bean told us Kansas would turn out a pretty average crop of wheat, while there was almost a complete failure of this cereal in Oklahoma. The cotton crop was looking fine and the people were well satisfied as the price was higher than average years. Galveston, Corpus Christi, and several other coast cities were visited in Texas, while Guadalupe and Matamoros were the points where the tourists stayed off at in Mexico. The visit of Messrs. Bean and Bowles to Texas was for the purpose of visiting the wonderful artesian belt of that country, which runs along the coast a distance of three hundred miles. It is famed for its very early production of fruits and vegetables. These are produced from a month to six weeks earlier than similar products of the same kind grown in California. So impressed with the possibilities were the visitors that they invested in some two hundred acres of land in one of the finest sections. The entire party report a very pleasant trip.

Another Brandon Fair a Big Success.

Brandon Fair this year proved a greater success than ever. There was a large increase in the number of exhibitors in the different classes, while the attendance of spectators was very considerably more than last year. Everything went off without a hitch, and both those showing and those seeing accorded the management much praise for their business-like arrangement of affairs.

It was exceedingly gratifying to stock breeders to note the addition of two splendid new swine pens since the last show came to a termination. These were constructed by the Association at a cost of something over \$1,000 each. Those showing in this section were highly pleased with their improved quarters.

A feature of the Wheat City show that deserves special mention was the first-class dining arrangements under the auspices of the Woman's Hospital Aid Society. This season the wants of the inner man were catered to in a new dining hall. This was only completed a short time ago, and was erected by the Society at a cost of over \$3,000.

While the management of Western Manitoba's big Fair are entitled to credit for their work, we cannot pass without calling attention to one of their "sins of omission." That was their utter neglect to provide either satisfactory or adequate sanitary facilities. A big undertaking, such as they are operating, requires special attention in this connection, and through the negligence or poor judgment of those in charge at Brandon no arrangements were made for the convenience of visitors, with the result that the public were the sufferers. This state should be

remedied before another Fair comes round. It is a pity to mar such a splendid event by such an oversight as this. Many sideshows were also condemned by respectable people. The management should give closer attention to this department.

AMONG THE PUSH.

There was really a magnificent display of threshing machinery and accessory lines, as well as of gasoline engines, pumps, windmills, grain cleaners, picklers, and other articles handled by the dealer. It was pretty generally admitted that if Winnipeg is to hold first place in exhibits of this sort, she will have to buck up. The following are a few notes made as we journeyed among those making displays in our line:—

Dominion Wagon Scale Co. showed one of their wagon scales.

Paris Plow Co. had one of their Success manure spreaders on view.

Louden Hardware Machinery Co. had a full line of their hay and litter carriers and other specialties.

W. I. Kemp & Co. of Stratford, Ont., had one of their Imperial horse-lift 20 disc drills in operation.

Neepawa Mfg. Co. had one of their wind stacker and chaff saver combinations in operation.

F. W. Bird & Sons, Winnipeg, had an exhibit of their Paroid roofing.

The De Laval Cream Separator Co. had three of their cream separators varying in capacity from 300 to 700 pounds per hour.

The London Concrete Machine Co. had an exhibit of their cement brick machines with attachments, and also molds for concrete posts.

The Raymond Mfg. Co. had four of their separators varying in capacity from 250 to 700 pounds per hour.

Petrie Mfg. Co. had five of their Magnet cream separators with a capacity of from 400 to 800 pounds of milk per hour.

Sylvester Mfg. Co., of Brandon, had one of their combination traction gasoline engine and thresher outfits complete.

The London Fence Co., of Portage La Prairie, had a nice exhibit of their ornamental and farm fences and gates.

Parsons Hawkeye Co. had in operation a Ruth feeder, a Hawkeye feeder, a Parsons feeder and a manure spreader.

The Hero Mfg. Co. displayed one of their Hero separators, and one of their Bonanza grain separators.

The Carberry Stacker Co. had one of their windstackers with chaff-saver attachment in operation on a Filshie separator.

Beeman & Co. had a couple of their Jumbo grain cleaners in operation with and without bagger attachment, also a Beeman pickler.

Canada West Manufacturers had a couple of their Cowan Current System Immersion grain picklers in operation.

The Wawanese Wagon Seat Co., of Wawanese, Man., had a tent on the grounds showing a number of their spiral spring steel wagon seats.

THE PARIS PLOW CO.,

LIMITED,

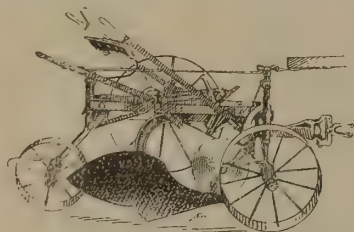
MANUFACTURERS OF

Plows, Harrows, Feed Grinders, etc.

AND THE

"SUCCESS" MANURE SPREADER.

These different lines are being used by many of the best farmers of Western Canada and are giving the best of satisfaction. They have all the latest improvements, made of the best material obtainable and by skilled mechanics.



OUR HIGH-LIFT SULKY

simplicity of construction, and where a strictly High-grade CANADIAN Plow is required the PARIS can't be beaten. Our contract for 1908 will prove a profitable investment for you. Write for full particulars and catalogue.

This gives you an article you can rely on and one that we guarantee will please your customers. Our Manure Spreaders are in good demand, more sold this year than all other makes combined. Get in on the ground floor by securing the agency for the "SUCCESS." Our Plows are especially noted for their lightness of draft, cleaning qualities, strength, and



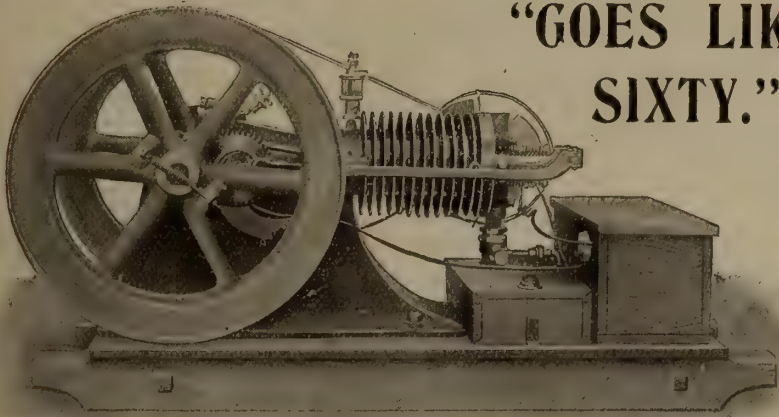
Note the square-necked Bolt used on all our plow bottoms.

THE PARIS PLOW CO., LIMITED,

WINNIPEG, MANITOBA.

The GILSON AIR COOLED ENGINE

"GOES LIKE SIXTY."



SELLS QUICK AND STAYS SOLD

THE LIVE LINE FOR THE DEALER

Air Cooled Sizes		Water Cooled Sizes			
1	H.P.	2	H.P.	7	H.P.
1 1-2	" "	3 1-4	" "	8	" "
2 1-2	" "	4 1-2	" "	12	" "
5 1-2	" "	6	" "	15	" "

Our Net Prices will Surprise You.

GILSON MANUFACTURING CO., Limited,
GUELPH, Ontario, CANADA.

GILSON MANUFACTURING CO.,
PORT WASHINGTON, Wis., U.S.A.



THE "So-easy-to-Fix"

feature of Red Jacket Pumps is valuable to the dealer, as:

Trade is controlled, also increased, by pushing this feature.

Sales are easily made because this feature appeals to the consumer.

Repairs are easily made, as a boy can do the work with a monkey wrench in a few minutes.

Expense is reduced as repairs can be made with less help, tools, outfit, and less time, than on any other pump.

Goods are first-class in every particular—good material, good workmanship, good design and good quality.

Finish is high-grade, neat, attractive, durable.

SO EASY
TO
FIX



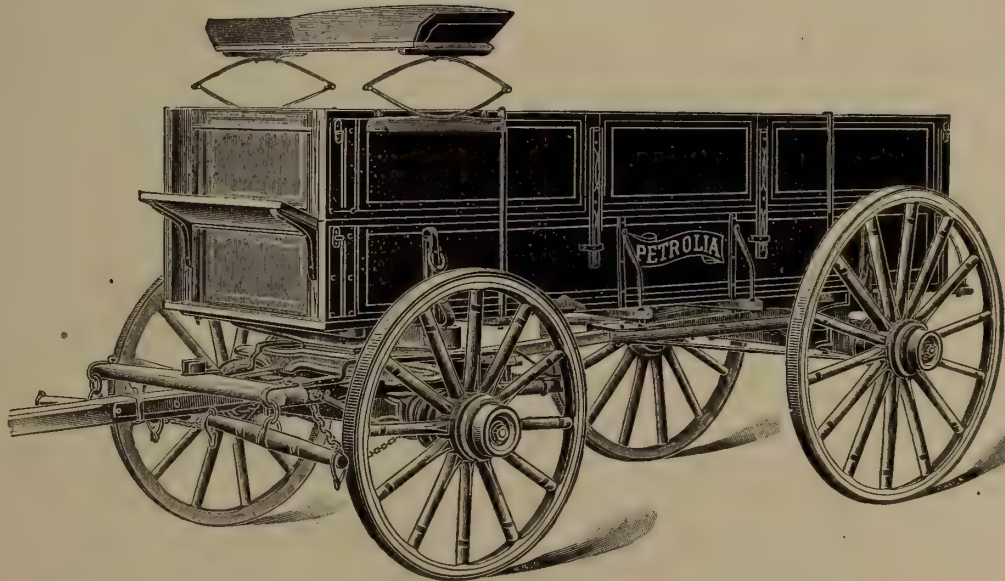
Write for catalogues and full information to

Regina Windmill and Pump Co., Ltd.,

REGINA, Sask.



**A CANADIAN
WAGON
BUILT ON
CANADIAN SOIL
FOR CANADIAN
FARMERS.**



**THIS IS THE
WAGON TO
HANDLE IF YOU
WISH TO BUILD
UP YOUR
WAGON TRADE.**

About the first question a man asks when he contemplates purchasing a wagon is: "How long will it last?" He wants to be sure that he will secure a wagon he can depend upon for efficient service after the luster of the new paint has dimmed.

Handle the Petrolia Wagon. Then you can tell the prospective purchaser that you can supply him with exactly the kind of wagon he demands.

This is the reason:

Petrolia wagons embody the highest grade of materials and only the best workmanship is employed in the construction. The wood materials are

carefully selected and kept until thoroughly seasoned. The iron work is designed to insure durability and strength. The design and construction are such that the Petrolia wagon is light in draft.

You will also be enabled to tell your prospective purchasers that the Petrolia farm wagons have been used extensively throughout Canada, and by fulfilling all requirements and giving entire satisfaction, they have more than up-held all that is claimed for them.

Write the nearest branch house or see blockman relative to prices and terms.

WESTERN CANADIAN BRANCH HOUSES:—WINNIPEG, Man; CALGARY, Alta.; REGINA, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA,

(INCORPORATED)

CHICAGO

U. S. A.



Machinery Section, Brandon Fair, 1907.

Wm. Gray & Sons Co. had a line of their buggies, carriages and cutters on view.

The Brandon & Robertson Mfg. Co., of Brandon, had one of their self-feeders in operation.

P. Dierlamm & Co. had one cement brick machine, a triple wall cement block machine, and a face down single air chamber block machine.

The Canadian Fairbanks Co. had two of their vertical gasoline engines, a 3 h.p. and a 4 h.p., also a Standard Fairbanks scale.

The Waterloo Mfg. Co. had one outfit consisting of a 25 h.p. simple traction puffer operating a 36 by 56 Manitoba Champion separator.

The North-West Thresher Co. had a 25 h.p. simple engine, operating a 36 by 56 separator, on show, as well as a full display at their warehouse down town.

Reeves & Co. were showing a 25 h.p. cross compound engine operating a 36 by 60 separator.

Fisher & Robertson, of Alliston, Ont., had an Octopus stook loader in operation. This is a new machine. Brandon was favored with its first appearance.

Wettlaufer Bros. & Sons, Stratford, Ont., had one of their cement brick machines, a cement block machine and a hand-power cement mixer.

The Robert Bell Engine and Thresher Co. had a 26 h.p. simple plowing engine operating a 36 by 60 Imperial separator and a 22 h.p. simple traction engine.

Haug Bros. & Nellerroe had a Yellow Fellow outfit on view, consisting of a 30 h.p. undermounted double cylinder engine operating a 32 by 54 separator.

The Great West Wire Fence Co., were on hand with samples of their wire fences and gates.

Sharples Separator Co. had five of their tubular separators ranging in capacity from 100 to 1,000 pounds per hour.

Sawyer & Massey Co. had a 20 h.p. compound engine operating a 32 by 50 Great West Separator, and a 26 h.p. compound steamer operating a 36 by 60 Great West Separator.

The Canadian Port Huron Co. had a 16 h.p. compound engine operating a 30 by 46 Port Huron Rusher, a 24 h.p. compound plowing engine operating a 36 by 60 separator of the same kind.

Manson Campbell Co., Brandon, Man., exhibited two hand power fanning mills, one power fanning mill and a grading mill, as well as a truck scale an incubator and a brooder.

The American-Abell Co. had a Cock o' the North 30 h.p. simple plowing engine operating a 36 by 60 Toronto Advance separator and a 26 h.p. simple engine operating a 36 by 60 Toronto Advance separator.

The Waterous Engine Works Co. had a 26 h.p. simple traction engine operating a 36 x 60 McCloskey Goodison separator, an 18 h.p. portable gasoline engine operating a 28 by 42 McCloskey Goodison separator and a Good Roads grader.

Crane & Ordway Co. had an eight-foot Sampson windmill and a 5 h.p. Stover gasoline engine. This latter was operating a Ferguson well drilling machine manufactured by the Ferguson Mfg. Co., of Waterloo, Iowa.

The J. I. Case Threshing Machinery Co. were on hand with a 25 h.p. simple operating a 40 by 62 steel separator, a 15 h.p. simple engine operating a 32 by 54 steel separator, and one of their 15 h.p. hill climbing engines.

Hurd & Gunderson, of Rugby, N.D., represented in Manitoba by Parsons Hawkeye Mfg. Co., Winnipeg, had a couple of vertical gasoline engines, a 4 and 7 h.p. manufactured by the Waterloo Gasoline Engine Co., of Waterloo, Iowa.

T. E. Bissell, of Elora, Ont., had a 16 disc harrow on show.

The Harmer Implement Co. had one of their Superior fanning mills in operation.

Mr. H. Cater, of the Brandon Pump & Windmill Works, Brandon, had a double battery of forty-four wood pumps, also a large collection of iron pumps of various styles and sizes, and a couple of Star wind-mills in eight and twelve foot sizes.

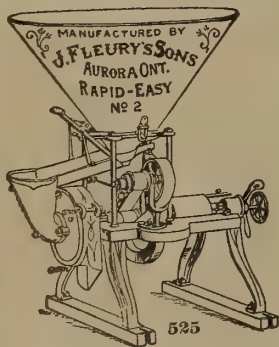
The Ever-Ready Fire Extinguisher Co., of Brandon, had a very complete exhibit of their fire-fighting apparatus, consisting of fire department engine, chemical stand-pipe and sprinkler equipment, as well as a full line of their hand fire extinguishers.

The Manitoba Windmill and Pump Co., of Brandon, had one of their 20 h.p. portable Brown Cochran gasoline engines, a 6 h.p. semi-portable "Manitoba" gasoline engine, a 14 foot "Manitoba" power windmill, an 8 in. grain grinder, as well as a steel frame wood-saw.

The Brandon Machine Works Co., of Brandon, were out with a 22 h.p. simple portable Cornell engine, operating a 36 by 56 Filshie separator. They also had a 3 h.p., 5 h.p., 6 h.p., 8 h.p. and 12 h.p. Brandon gasoline engine in operation; one of their Brandon 2 h.p. sweep well boring machines complete, and one of their double cylinder four-wheeled chemical fire engines. This machine was charged ready for use on the grounds.

Smith & Inglis, of Brandon, had a nice exhibit of International Harvester Co. gasoline engines. These were in all sizes from 3 h.p. to 20 h.p. One 15 h.p. traction and a 20 h.p. portable, the latter coupled to a 32-in. Belle City Separator, attracted much attention. In addition, they were showing a Fosston grain cleaner, a Monarch feeder, and a Fosston stacker, made by the Royal Manufacturing Co., Winnipeg, a 25 h.p. simple Gaar-Scott engine, operating a 36 by 60 Tiger separator, and a 25 h.p. d. c. Nichols & Shephard Co. engine hitched to a 36 by 56 Red River special separator.

FLEURY'S Famous "Rapid-Easy" Grinders.



These machines have the highest reputation of any grinders on the market. WHY? Because they are built in sizes to suit all powers—and do more work with same power than any others.

Get information now in reference to grinder you will require or intend to buy a little later on.

"We are well pleased with the work the grinder does. With four horses we can grind about 20 bushels mixed grain per hour. Our neighbors say it is all right. John Muma, Colstream, Ont.

"Enclosed please find settlement for grinder. It is giving our customer grand satisfaction. We came very near losing the sale on account of its delay, but the party is highly pleased that he waited and got your make. W. J. Wilson & Co. Greenway, Ont.

"In reference to the 'Rapid-Easy' Grinder No. 310' I got from you some time ago I beg to say that I use this machine with a 14 Horse Power, grinding oats, peas and barley chiefly, and at a rate of from 18 to 25 hundred lbs. per hour and the work is first-class. It is really the best machine we have ever used or seen." F. G. Skippon, Green Bay, June 22nd, 1907.

Manufactured by

J. FLEURY'S SONS - AURORA, ONT.

Sole Agents for Canadian West

THE FAIRCHILD CO., LTD.

WINNIPEG

REGINA

CALGARY

Studebaker quality sells Studebaker vehicles

¶ The demand for Studebaker vehicles is greater than the demand for any other make simply because the vehicle buying public has discovered that the Studebaker will wear longer than any other make.

¶ The Studebaker satisfies the customer. He has confidence in it.

¶ You can make the most money in the long run by satisfying every one of your customers with a Studebaker.

¶ If you are not a Studebaker agent, and want to build up a permanent and prosperous vehicle trade, it will pay you to write to us for available territory and inducements to agents.

¶ In his official report of the Boer War, Lord Roberts stated that the Studebaker wagons used gave better service than those of either Cape or English manufacture. Studebaker wagons are sold in every country in the world. They never fail to give satisfactory service.

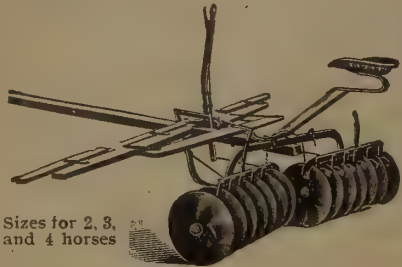
STUDEBAKER BROS. MFG. CO.

LARGEST VEHICLE MANUFACTURERS IN THE WORLD.

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Sizes for 2, 3, and 4 horses

BISSELL The King of DISK HARROWS

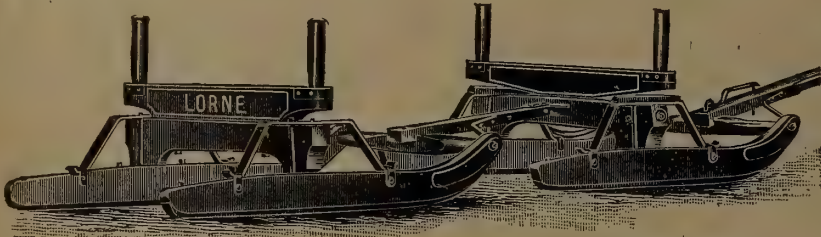
It takes to the Ground

"Bissell" Harrows have the essential parts all in the right relation and correct proportions. Wherever there is hard work to be done they take to the ground like a duck takes to water. The success of this Disk is a surprise and wonder to competitors and imitators.

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ALL SIZES

STEEL AND CAST SHOEING



Best Construction Most Evenly Balanced
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Brantford Carriages and Cutters, Oldsmobile, Franklin, Reo and Ford Automobiles, "Simplicity" Gasoline Engines, Maw-Hancock Disc Plows, Lorne Wagons, Jackson Wagons, Grain Grinders, Empire Pumps, Wood Saws, etc.

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Winnipeg, Man.

Two Household "Favorites"



PURITAN REACTING WASHING MACHINE.



ROLLER BEARING RUNS EASY.

Patent Foot and Lever Drive.
Patent Steel Roller Bearing.
Improved Steel Frame.
Made in 8 different sizes, holding from 5 to 60 gallons—churning from 1/2 to 30 gallons Cream. Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish.

Latest and most improved. Tell your jobber you want the Puritan. Don't accept any substitute. Beautifully finished in Grained Oak, Royal Blue, or Carmine and Silver Aluminum.

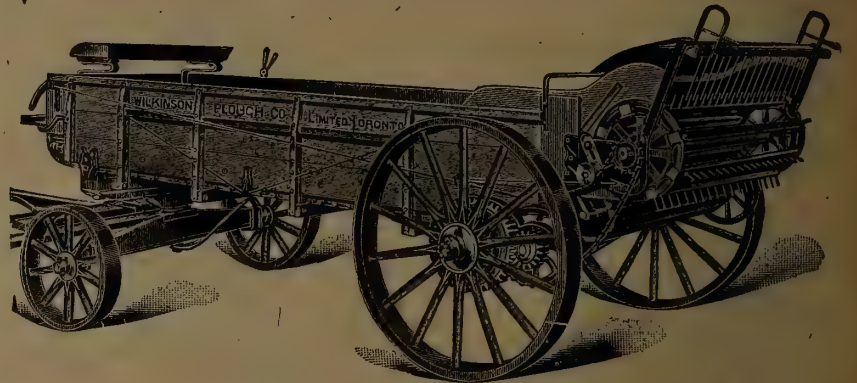
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DAVID MAXWELL & SONS, St. Mary's, Ont.

The Wilkinson Plough Co., Ltd.

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One or more of your Customers is going to
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has more selling points than any other, and
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Better get our Catalogue at once and
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GENERAL AGENTS,

Winnipeg

CANADIAN FARM IMPLEMENTS

Vol. VI, No. 3.

WINNIPEG, MAN., SEPTEMBER, 1907.

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There is nothing else that is just as good. Get the HORSE SHOE BRAND and you have the BEST.

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Our Sleighs are the best that you can buy. They are made in all sizes.

Hay is very scarce this year and Feed Cutters will be in big demand.

Send us in your orders and insure early delivery.

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by the Saskatchewan Government to all purchasers of Austin outfits, whether individuals, companies, or municipalities, complying with the regulations. Write for our Information Blank, Illustrated Price List, etc.

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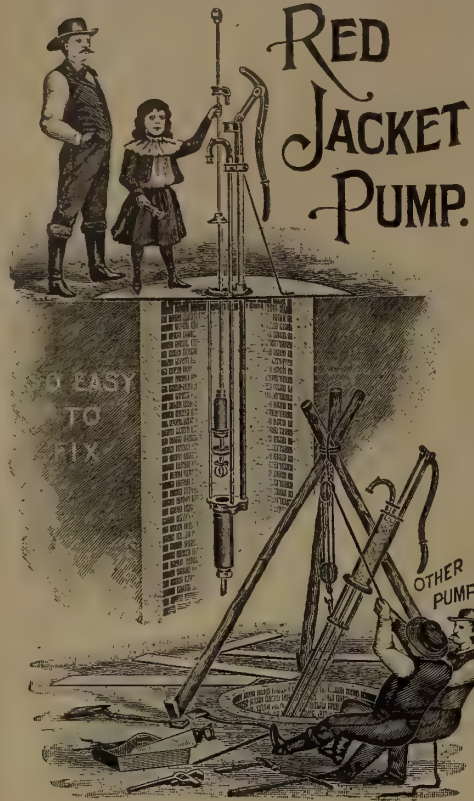
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Goods are first-class in every particular—good material, good workmanship, good design and good quality.

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Regina Windmill and Pump Co., Ltd.,

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Two Household "Favorites"



PURITAN REACTING WASHING MACHINE.



Patent Foot and Lever Drive.

Patent Steel Roller Bearing.

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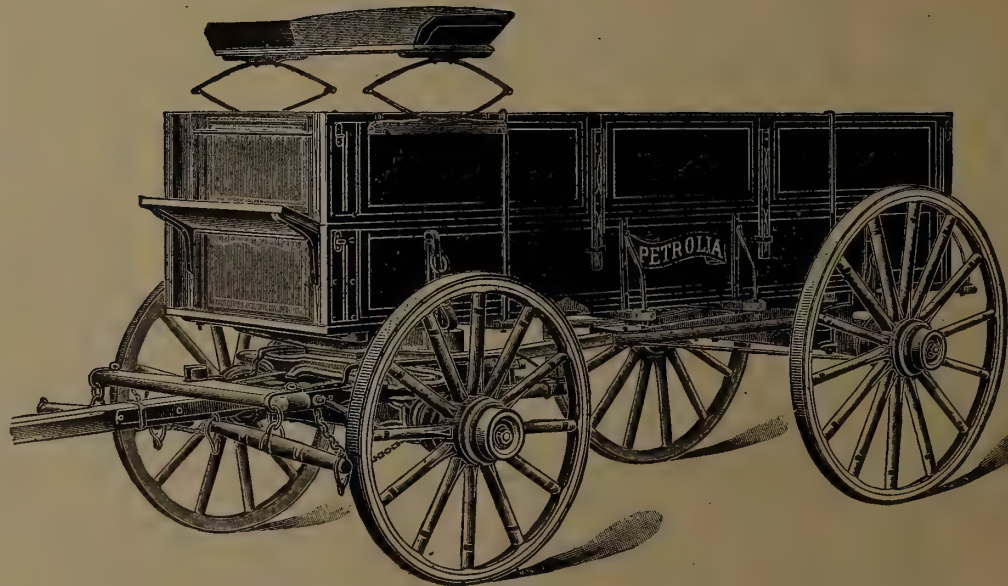
Made in 8 different sizes, holding from 5 to 60 gallons—churning from 1/2 to 30 gallons Cream. Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish.

Latest and most improved. Tell your jobber you want the Puritan. Don't accept any substitute. Beautifully finished in Grained Oak, Royal Blue, or Carmine and Silver Aluminum.

If your jobber can't supply, write us direct.

DAVID MAXWELL & SONS, St. Mary's, Ont.

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WAGON
BUILT ON
CANADIAN SOIL
FOR CANADIAN
FARMERS.



THIS IS THE
WAGON TO
HANDLE IF YOU
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WAGON TRADE.

About the first question a man asks when he contemplates purchasing a wagon is: "How long will it last?" He wants to be sure that he will secure a wagon he can depend upon for efficient service after the luster of the new paint has dimmed.

Handle the Petrolia Wagon. Then you can tell the prospective purchaser that you can supply him with exactly the kind of wagon he demands.

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You will also be enabled to tell your prospective purchasers that the Petrolia farm wagons have been used extensively throughout Canada, and by fulfilling all requirements and giving entire satisfaction, they have more than up-held all that is claimed for them.

Write the nearest branch house or see blockman relative to prices and terms.

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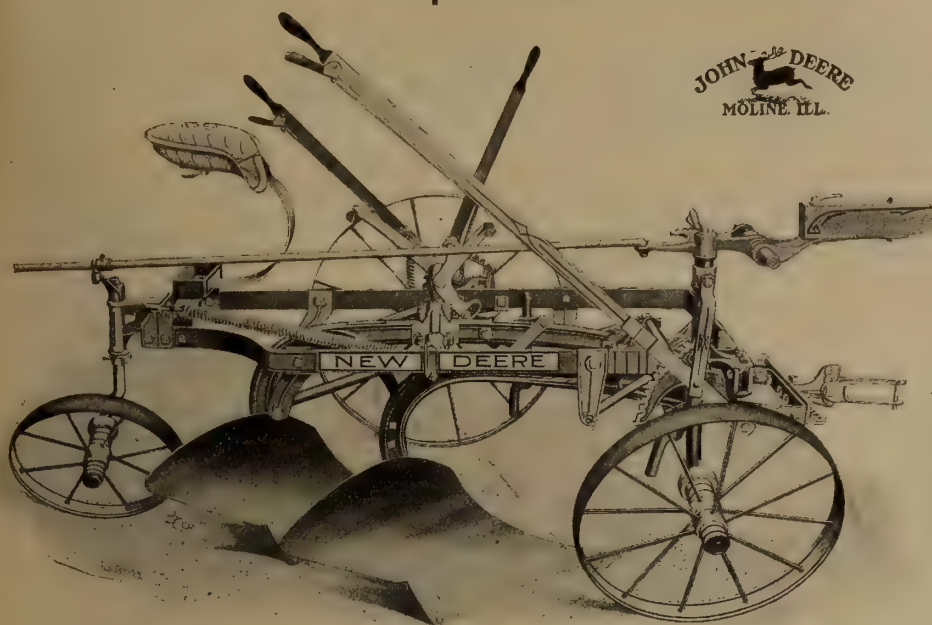
INTERNATIONAL HARVESTER COMPANY OF AMERICA,

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JOHN DEERE GANG PLOW



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MOST PLOWS are built to fit a price.

In other words, the price is fixed, and the plow built so it can be sold profitably at that price.

JOHN DEERE PLOWS are built as they should be built—and the price follows—fixes itself.

Draft is not a matter of theory—but a load. It is not determined by opinions, but by tests, which show the pull in pounds.

John Deere plow bottoms are of special shape—they lift the ground like a thin wedge splits a log.

Quality and Light Draft—a John Deere motto for seventy years.

Send for booklet fully describing the JOHN DEERE GANG, built especially for northern trade, the best thing in the gang plow line ever offered to the farmers of the north.

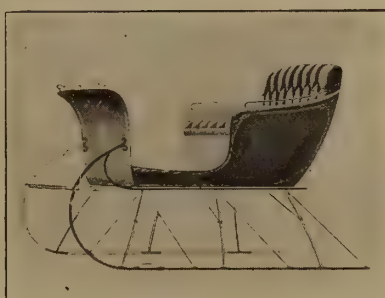
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CUTTERS ARE SERVICEABLE, STYLISH AND STRONG.

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No. 90—"Solid Comfort."

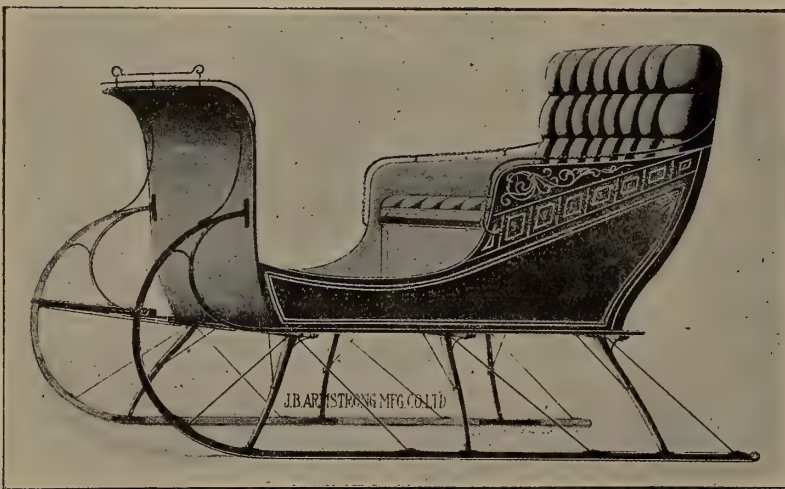
Three of our many exclusive jobs. Ask us for quotations.

A. C. McRAE, - - Winnipeg.

CLINCH THE WINTER TRADE NOW

by placing a liberal order for

Adams' Sleighs and Armstrong Cutters



Armstrong Portland Cutter No. 13

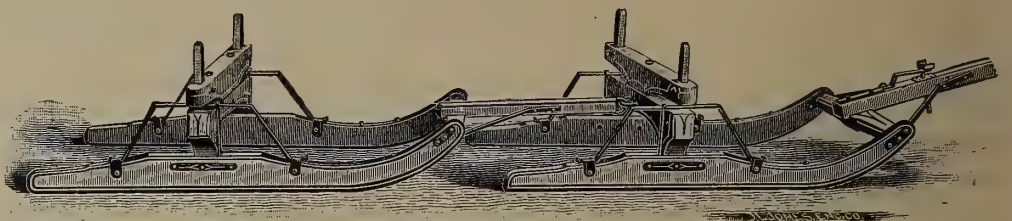
- ¶ This season our line of Cutters is increased by six entirely new designs of great beauty.
- ¶ The popular styles of last season are retained and remodelled, assuring the dealer of a thoroughly up-to-date, stylish and beautifully finished line of Cutters, sure to meet with the admiration and preference of his customers.
- ¶ Speeders, Light Drivers, Light Portlands, Solid Comfort Portlands, Piano-Box Cutters, Stanhopes, Gladstones, Surreys, Democrat Sleighs, Delivery Sleighs and Bob Sleighs.

Write for Cutter Catalogue No. 154. Prices on application.

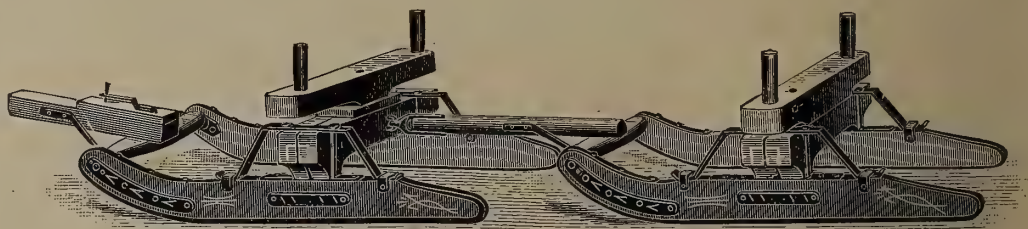
ADAMS' FARM SLEIGHS

Selected Material Well Proportioned
Light Running Durable
Reliable

- ¶ They lead in volume of sales and in popularity, and have the best reputation of any sleigh in Canada.
- ¶ The same high standard is maintained.
- ¶ Remember that all the sleighs we handle are of the reliable "Adams" manufacture. There are lower-priced sleighs of inferior quality obtainable but we take greater pride in the quality of the goods we furnish than to handle an inferior article in place of the "high quality Adams" that our customers and your customers expect.



Adams' Farm Sleigh
2-inch and 2½-inch Oak Runners. Re-inforced Front Bench. Spring Steel or Cast Shoes.



Adams' Heavy Teaming Sleigh
2½-inch and 3-inch Oak Runners. Double Benches. 2½-inch size with Spring Steel or Cast Shoes.

MORE LINES FOR WINTER TRADE

"Maple Leaf" Grain Grinders, "Slingsby" Horse Blankets, Canada Feed Cutters, with or without Blower, Root Pulpers, Steel Frame Wood Saws, Pole Saws, Horse Powers, Machine Jacks, "Imperial" Pumping Windmills, "Ideal" Power Windmills, Pumps, &c., &c.

COCKSHUTT PLOW CO., Limited.

WINNIPEG

REGINA

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CANADIAN FARM IMPLEMENTS

Vol. VI, No. 3.

WINNIPEG, MAN., SEPTEMBER, 1907.

SUBSCRIPTION PRICE } Per Copy, 5c.
Per Year, 50c

Track Scales and Carload Weights.

Dealers and jobbers are well aware of the frequency with which claims for overcharges, etc., are submitted to the claims department of the railways. A very large percentage of their claims, it is said, are due to the very material increase in rate or weight; or both, of carload shipments, from the original bill of lading while the car is en route from shipping point to destination. This matter was recently brought to the attention of the Canadian Manufacturers' Association by the official organ of that body. The following case is cited as an example:

"A large manufacturer of implements shipped a car to a point on the Pacific Coast. The weight of the contents of the car was carefully checked when loaded and correctly shown on the shipping bill, the shipper being particularly anxious that the car should reach the consignee with the freight charges in accordance with the advice which had been given him. The car was put over the railway track scales while in transit, and as a result the weight increased 10,000 lbs., and a demand was made upon the consignee for the payment of increased charges before delivery would be made. Accurate weights were given at the initial point on this shipment, yet the weight secured en route by a weigher in the employ of the railway, responsible or irresponsible as the case may be, whose sole object was the interest of his employers, was accepted as the correct one, and collection made accordingly."

This great difference in weight between the figures of the original bill of lading and that which the consignee was called upon to pay is of importance to the trade. From the example cited the shipper evidently took every precaution to see that the loaded car was correctly weighed before turning it over to the transporting company.

While it must be admitted that the railways are negligent in respect to proper maintenance of track scales and arbitrary in their decisions when their weights are called into question it must not be overlooked nevertheless, that many shippers are not as careful in the matter of carload weights as they ought to be. Consequently the neglect of the few cause the many to suffer.

It has been established as beyond contradiction that the way in which track scales are operated is the cause of many errors. The work is not as carefully done as it should be, and the officials of the carrier companies are not as urgent in their demand for actual net weight of carload shipments from their employees as the business of the shipper demands.

Discussing this phase of the question Industrial Canada says:

"As it is, these track scales are handled by different persons, sometimes a regular weigher, other times the operator, then again train hands or switchmen. Cars are run over them without uncoupling or 'slackening.' One drawbar is higher than another, scales are usually exposed to weather conditions, etc. There are other causes:

"First—Mechanical errors, viz., errors arising from the scales themselves due to flaw in manufacture, careless installation, or improper maintenance.

"Second—Incorrect operation, thereby obtaining an indicated weight on the beam which is not the true one.

"Third—An incorrect tare weight due to failure to get accurate light weight, or the use of the weight stencilled on the car, which may be grossly inaccurate.

"Fourth—Errors in copying the weight indicated by the scale beam, by the stencilled weight, by the weighmasters' record, or in other methods wherein a copy is required.

"Notwithstanding these chances of errors the weigher is prepared at all times to say and stand by it that his weight is absolutely correct, otherwise in all probability someone else will fill his position.

"It is true that government inspection of these scales is required, but that is no guarantee against the chances of errors as outlined.

"The position taken by the railways is a most arbitrary one, inasmuch as they relegate to themselves as sole arbiter the right to declare the weight of any shipment, and in consequence a dealer is frequently made to pay according to railway scales for more weight than his customer receives. On the other hand, it is not customary for the railways to accept their own track scale weights in purchasing their supplies, which shows that they have not the same confidence in those scales when it comes to their personal interests, no assurance of correctness when the public is concerned.

"In some parts of the United States all cars loaded with freight to be shipped and charged for by the carload must be weighed by a sworn weigher. This would seem to be the correct method of handling these scales, especially in this country where a large percentage of the traffic is sold on the basis of track scale weights. There should be some independent arbitrator to see that justice is done. It is customary in the ordinary course of business, and there is no good reason why the carriers should be permitted to retain to themselves this right without supervision of any kind."

It seems that the policy followed in the United States of having carloads weighed by a sworn weigher would do much towards eliminating trouble from this source. As previously stated it is a subject of considerable import to the trade and should not be neglected.

Reciprocal Demurrage Law Needed.

As provided for in the Railway Act the Canadian railway companies have submitted the draft of a bill of lading to the Board of Railway Commissioners for approval and subsequent adoption by the carrier companies. The Winnipeg Jobbers' and Shippers' Association after considerable discussion and careful thought, and with the aid of experienced legal counsel, formulated in lieu of the draft presented by the railway companies, another bill, which is said to be a fair and reasonable contract between shipper and carrier, and which is stated as conforming more to the requirements of shippers generally. This draft has been submitted to the different Boards of Trade and other organized bodies throughout the Dominion and has been generally approved and heartily endorsed, particularly in the West.

Examination of this draft of "General Terms and Conditions of Carriage" shows the most radical change to be a provision for reciprocal demurrage. This is contained in Clause No. 26, and reads as follows:—

"That all goods shall be transported on an average for the entire journey, of at least 100 miles on all main lines, and 50 miles on all branch lines, per day of 24 hours, and that, where the entire journey is under 100 miles on any main line or 50 miles on any branch line, all goods shall be transported in one day of 24 hours; that all goods shall be loaded and forwarded within 24 hours after delivery to the Company, and all goods to be unloaded by the Company shall be unloaded and all goods to be unloaded by the consignee shall be placed for unloading within 24 hours after arrival at destination, Sundays and legal holidays excepted. When these conditions are not fulfilled the Company shall make the Consignee an allowance of \$1.00

per day for all carloads and 1 cent per 100 lbs., maximum \$1.00, per day for all less carload shipments for every 24 hours or part thereof until the shipment is unloaded or placed for unloading at destination. Provided that nothing in this clause contained shall be construed to deprive the owner or consignee of any rights to which he may be entitled under existing law in respect to the subject matter hereof, the foregoing allowances being intended by way of an additional remedy."

There are very few business men in Western Canada not prepared to favor a provision for reciprocal demurrage in any new bill of lading issued. In the light of past experiences it is a necessity from the standpoint of the consumer as well as that of the shipper. Undoubtedly last winter was exceptionally severe and there was reason for delays, etc., but had there been a reciprocal demurrage bill in force it is questionable if the blockades and tie-ups would have lasted as long as they did. At the present time there is practically no reason for delay of cars in transit and yet, just a few days ago, we saw a list of carloads from Eastern points which were reported anywhere from twenty to thirty days coming from Montreal and other almost equidistant cities; distances that, under average conditions, should be covered in from one-half to one-third the time. Here is where a reciprocal demurrage bill would prove its value and it should be adopted.

While in Winnipeg recently the Chairman of the Board of Railway Commissioners for Canada stated that reciprocal demurrage was being strongly agitated and that the Boards of Trade and business men all over Canada were advocating it. Coming from such a source this was a very significant statement and one that should prove encouraging to those who are desirous of seeing such a system established. Interest in the subject is confined to no particular class, organization or section of the country. The shipper living by the sea is as much in favor of it as the wholesale buyer whose home is in the prairie provinces, and the large manufacturer takes his place as willingly to promote and secure its adoption as does the small retailer.

It may be true, as the Chairman of the Commission also stated, that any shipper who suffers loss through unreasonable delay on the part of any carrier company, has recourse against such corporation in the courts. We are more inclined to

agree with Dr. James Mills, the other member of the Board, that it would be extreme foolishness for small shippers to contest every claim they have against wealthy railway corporations, who are backed by millions of money and defended by the most skilled lawyers in the country. Reciprocal demurrage seems to offer a solution to many of the greatest evils in connection with the transportation problem. Unless the railway companies bring their equipment and railway stock up to a standard, giving efficient and speedy service, there is the possibility that the Railway Commission may grant enforcement of a reciprocal demurrage law. For our own part we believe that the day for the instituting of such a system is not a great distance away. Whether or not the railways bring their rolling stock and motive power up to a specially prescribed standard there is room for a reciprocal demurrage law in any new bill of lading adopted. The trade generally, whether manufacturing, jobbing or retailing should extend every aid possible towards impressing on the Board of Railway Commissioners for Canada, the necessity for a reciprocal demurrage law.

He Got Back at Them.

During the fair a group of dealers were discussing the conditions that prevailed in Western Canada last winter. One young fellow, standing a little outside the inner circle of the critics, was suddenly seen to turn scarlet as he listened to the trimming the country was getting. After a moment or two's hesitation, during which time we thought he would explode or have an apoplectic attack, he stepped in as one of the centre group said: "The West is ideal for nothing but growing wheat." Raising his voice above the other he replied: "You're all wrong. Every part of the West is 'ideal' for something. Western Canada is the best country on earth and I'm mighty glad I picked the West to be born in. Good old prairie land. Anything we want—everything we need we can get right here in Western Canada. I feel sorry for everybody that lives outside this glorious country and a d—d sight sorrier for them that live here and don't know how to appreciate it." No further criticisms were offered by those gathered round.

Looking for Business From Dealers.

During a recent visit to Brandon, Man., we called on the firm of Hedley & Bell, who are handling several lines in which dealers are interested. We found the offices and warehouse of this company centrally located at the corner of Rosser Avenue and Twelfth Street. This firm are handling the following three far-famed brands of binder twine: Robin Hood, 600 feet per pound; Reliance, 550 feet per pound; and Rob Roy, 500 feet per pound. This twine is manufactured by R. Hood Haggie & Son, of Newcastle-on-Tyne, England. Established in 1789 this company is one of the oldest of its kind in the world. In addition Hedley & Bell are sole Western agents for the National Wire Fence Co., of Merrickville, Ont., who make a line of high-grade steel wire field and lawn fencing, steel gates, coiled spring wire, steel pickets, etc. Another line this firm is finding profitable to handle and which is adding to their popularity is the Davis vertical, rotary and vibrating underfeed sewing machines. These are the products of the Davis Sew-

ing Machine Co., of Dayton, Ohio, who make them in several sizes both for home use and manufacturing purposes. Hedley & Bell will be glad to send dealers catalogues and full information regarding their various lines.

Why the Lecture Ended.

A certain professor was giving his pupils a lecture on "Scotland for the Scots." "These hardy men," he said, "think nothing of swimming across the Tay three times every morning before breakfast."

Suddenly a loud burst of laughter came from the center of the hall, and the professor, amazed at the idea of anyone daring to interrupt him in the middle of his lecture, angrily asked the offender what he meant by such conduct.

"I was thinking, sir," replied the lad, "that the poor Scotch chaps would find themselves on the wrong side for their clothes when they landed!"

"Only the dead are satisfied and they would not be if they were conscious of their dissatisfaction. Are you a dead one?"

The GILSON AIR COOLED ENGINE

"GOES LIKE SIXTY."



SELLS QUICK AND STAYS SOLD

THE LIVE LINE FOR THE DEALER

Air Cooled Sizes		Water Cooled Sizes	
1 H.P.		2 H.P.	7 H.P.
1 1-2 " "		3 1-4 " "	8 " "
2 1-2 " "		4 1-2 " "	12 " "
5 1-2 " "		6 " "	15 " "

Our Net Prices will Surprise You.

GILSON MANUFACTURING CO., Limited,
PORT WASHINGTON, Wis., U.S.A. — GUELPH, Ontario, CANADA.
C. C. MACDONALD, Western Agent, **Winnipeg.**

HERE WE ARE

Parlin & Orendorff Canadian Plow Co.

WITH A FULL LINE OF

Plows, Harrows, Wagons, Vehicles,

Sleighs, Drills, Hay Presses, Pumps,

Clod Crushers, Hay Tools, etc.

REPRESENTING THE LARGEST AND OLDEST PERMANENTLY
ESTABLISHED PLOW FACTORY ON EARTH.

WE WILL CARRY STOCKS AT WINNIPEG, CALGARY AND
REGINA.

Wait for our travellers or write us before contracting.

ADDRESS ALL COMMUNICATIONS

PARLIN & ORENDORFF CANADIAN PLOW CO.

776 Main St., WINNIPEG, MAN.

Succeeding W. JOHNSTON & CO., Limited.

Brandon.

Mr. Herbert Baker, office manager of the Massey-Harris Co., of Winnipeg, was here a few days ago. He is making a general trip over the province.

M. F. W. Waller, Manager of the Sylvester Bros. Mfg. Co., of Lindsay, Ont., late manager at this point, was in the city in connection with the company's business about the end of August. He was here for several days and called on many members of the local trade. He stopped off at Winnipeg en route.

The Ever-Ready Fire Extinguisher Co., of this city, continue to report good business. They are shipping fire department engines to Carievale and Sintaluta, Sask., and Oak Lake, Man. They have just completed the installation of a stand-pipe and sprinkler system in Mr. E. L. Christie's book store at this point.

It is with general regret we announce the resignation of Mr. J. W. Thompson, Manager of the Brandon Machine Works Co. He leaves about Oct. 1st. for Buffalo, N.Y., where he has accepted a position as head of a manufacturing concern. The best wishes of the trade in this territory go with him. It is not definitely known who will succeed him as manager here.

While there is no comparison between the present and last year from a sales standpoint, in reference to agricultural implements and vehicles, it is surprising the volume of business that has been transacted. Dealers report heavy sales of binders, stating the turnover in this line is almost equal to that of the preceding season. Both plow and wagon

trade are behind when comparisons are made, and threshing machine men report trade very slow.

Crop conditions in this territory are the main topic of conversation at the present time. The weather for two weeks previous to September 3rd was cold and wet, and the wheat was, as a consequence, slow in ripening. While a few binders got in a few half-days, cutting work did not become general until after the 3rd inst. With good weather for ten days the bulk of the grain in this territory will be in the stook. No damage from frost is reported in the Brandon district.

Regina.

The commodious new warehouse the Nichols & Shephard Co. are erecting on Broad Street North, is fast assuming a completed appearance. When it is finished it will be the largest implement warehouse in the province of Saskatchewan.

Mr. P. Cooper, manager of the Frost & Wood Co., accompanied by his family, recently returned from a holiday trip to British Columbia points. He reports a splendid time.

With the opening up of harvest, the binder and twine companies commenced the delivering of large stocks of these products. As a rule, owing to the lateness of the season, farmers are nervous about buying and anxious to wait until the grain is thoroughly ripened before taking machines or twine from the dealers.

Mr. F. E. Stevens, representative of the Cockshutt Plow Co.

in Northern Saskatchewan, was in Regina for several days recently. Speaking of conditions, Mr. Stevens gave it as his opinion that the crop in the North Country was considerably further advanced than that in the more Southern sections. Particularly was this the case from Dundurn to Rosthern, where the binders are now at work on almost every farm in that part of his territory.

Mr. Geo. Erb, Manager of the Waterous Engine Works Co., of Winnipeg, was in the city for a day or so a short time ago. He was also up the Prince Albert branch as far as Saskatoon.

Mr. D. J. Taylor, Regina manager of the Cockshutt Plow Co., recently left on a trip along the Canadian Northern main line. He will visit many of his firm's customers while out.

Captain Blackburn, who is opening a branch of the Racine-Sattley Mfg. Co., of Racine, Wis., here, and who has been in the hospital for some time, is, we are glad to say, recovering and hopes to get to work again shortly. During his illness Mr. E. Barber, mechanical superintendent of the company at Racine, came up and looked after business.

Mr. A. C. Adamson, an old time implement dealer, and who was manager for the Canadian Territories Corporation at Rosthern, Sask., was in the city recently. On the 9th inst. Mr. Adamson sailed from Montreal for England accompanied by his son, the latter going to take a Rhodes Scholarship at Oxford University.

Enormous Wealth of U. S. Railroads.

In 1906 the gross earnings of the railroads of the United States were \$234,442,516 greater than in 1905, while the net earnings for the same period increased \$104,728,224. This was done in spite of heavy increases in operating expenses due to higher wages and increased cost of material. Over 71,000,000 more people travelled by rail in 1906 than in the preceding year, while the railroads moved 1,610,099,098 tons as compared with 1,435,321,748 tons in the preceding year. The total assets of all railroads are reported as \$17,734,781,633 or more than six times the total money in circulation in the country.

The average receipts per passenger per mile in 1906 was 2.011 cents as against 2.028 in 1905. The average revenue per ton per mile in 1906 was 0.766 cents as against 0.784 in 1905. The total length of steam railroads completed on Dec. 31, 1906, was 222,635.18 miles as against 217,341.02 miles at the close of 1905, an increase of 5,294.16 miles. The actual construction during the year was 5,516.70 miles but the net increase was smaller, owing to mileage abandoned, transferred to sidetrack or equipped with electricity.

The total assets of the steam railroads of the United States in 1906 increased \$1,241,500,810. The surplus of assets over liabilities was \$766,014,237 an increase of \$41,885,443 during 1906.

HOOSIER GRAIN DRILLS

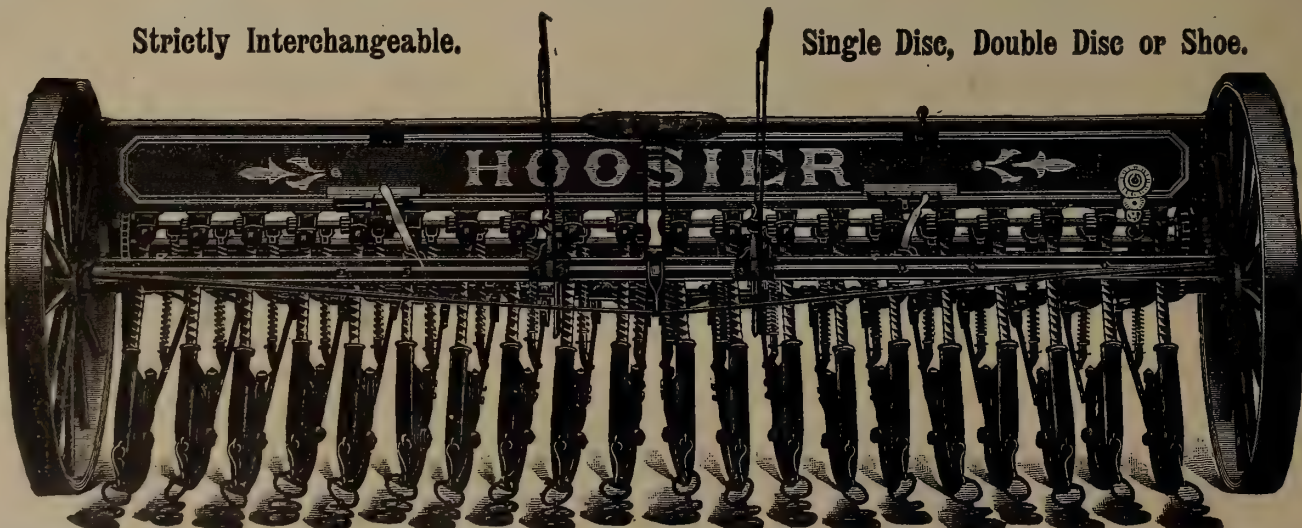
Strictly Interchangeable.

Single Disc, Double Disc or Shoe.

An Agency will
pay you

The Hoosier
will pay the
Farmer

A Good
Combination



The Hoosier
Low-Down
Press Drill
Wins Trade

Write for our
Proposition
Now

THE AMERICAN SEEDING-MACHINE CO., Incorporated**WINNIPEG, MAN.**



SPECIAL BARGAINS

IN

THRESHING

MACHINERY



We are offering special inducements in

**“BRANDON CORNELL” PORTABLE ENGINES and
THE FILSHIE “NEW FAVORITE” SEPARATORS.**

Must clear out the few remaining outfits we have in order to make room for our growing Gasoline Engine Business. The best opportunity any dealer ever had to supply the individual farmer with a first-class standard threshing outfit at a low price.

Can you not sell one of these outfits and make a handsome profit for yourself?

Write for full particulars immediately.

BRANDON GASOLINE ENGINES

TIME SAVERS

LABOR SAVERS

EXPENSE SAVERS

They are recognized as the standard for

DURABILITY.

EFFICIENCY.

RELIABILITY.

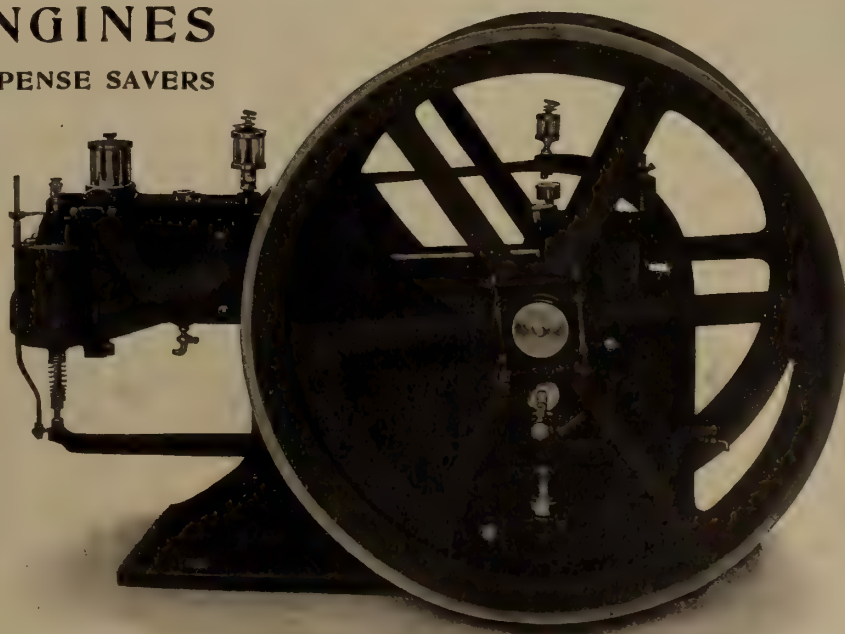
“Brandon” engines save the operator time by reducing amount of attention necessary to a minimum, save labor by always being ready for work and easily started and save expense by their noted economy in fuel consumption.

Where efficiency is essential and reliability demanded the “Brandon” engine commands the trade. Neat and compact in design, embodying strength and utility. Every engine thoroughly tested with full load before leaving our works.

The **BRANDON MACHINE WORKS CO.**

LIMITED

BRANDON, MANITOBA



Under 5 h. p. made Vertical.
Over 5 h. p. made Horizontal.

Names on Warehouses.

Why do dealers, or very many of them, fail to have their name appear over the entrance to their warehouse? This is a question that has confronted us many times. Recently we went into a number of towns for the purpose of calling on members of the trade. With us we had a list of names of those engaged in the business there. Not one of the warehouses in any of these places had a sign giving the name of the owner or owners, and despite our list we had to ask passers-by to direct us to "So-and-So's" implement house.

While there was no sign of who owned these places any visitor could readily tell the various lines handled by the occupant. All over the front of the store were signs for various lines, including harvesting machinery, hay tools, plows, wagons, drills, gasoline engines, buggies and carriages, cream separators, etc., etc., all of which were either furnished by the manufacturer or the jobber.

Many dealers will not put a name sign on their place of business for the reason they consider they are known to every farmer in the community. Such may be the

case. It undoubtedly is, but even so it is no reason why every dealer should not have his name blazoned over the door of his warehouse. If it does nothing else it will more closely associate in the mind of the public that Mr. So-and-So handles such-and-such a line of harvesting machinery, plows, wagons, and so on through the list of articles represented by signs on the outside of the warehouse.

Satisfactorily Adjusted.

"Here," stormed the irate woman as she descended on the editor. "Look at that! What do you mean by saying that when the guests at our silver wedding anniversary celebration presented us with that beautiful silver service we were dully appreciative?"

"Why—hy!" said the mortified editor. "I wrote that as plainly as a typewriter could make it 'duly appreciative'; and now do you know what I am going to do?"

"No."

"I'm going to the proofroom, and I'm going to do to that head proofreader what he failed to do to that misleading word."

"And what's that?"

"Knock L out of it."

And Mrs. Snabberly went away satisfied.

Not as Rosy as Sometimes Painted.

In Western Canada there is little, in fact no room for the inveterate pessimist. Here the optimist is the individual that receives the glad acclaim of the populace. A booster is beloved by all except those of pessimistic temperament. That the West is entitled to her vigorous optimism has been demonstrated. That there is room for pessimists is true, but their field of operations is not in the great prairie provinces of Western Canada. Undoubtedly Chicago could comfortably care for them and stand their scathing criticism. In the Chicago Record Herald of June 9th. for example, over 201,250 parcels of land were listed for sale on account of arrears of taxes. To publish this list, one hundred and fifteen pages, with seven columns to the page, and two hundred and fifty parcels to the column, were required. There certainly appears to be room for the pessimist where a condition such as this exists.

Notice, Mr. Dealer.

Prof. Frank Shutt, Chemist at the Central Experimental Farm, Ottawa, Ont., who tested it recently, made the following statement in his report on the Ideal Butter Separator, made by the Iroquois Manufacturing Co., of Iroquois, Ont., and managed by Mr. J. A. McCulloch, who is, or was until very recently, in the West endeavoring to sell this machine or interest people in its manufacture. Mr. Shutt says:

"You can say for me that of all the appliances for the manufacture of butter tried at the Central Experimental Farm in the past twenty years the Ideal Butter Separator made by the Iroquois Mfg. Co., of Iroquois, Ont., is the most wasteful and worthless from a money-making standpoint that we have used."

'Nuff sed.

Ante Up.

Just one minute, Mr. Dealer—the astronomers tell us that a monster comet is heading for the earth with a speed greater than an express train. Only a few days more remain in which to send in your subscription to Canadian Farm Implements, fifty cents a year. We don't want to trot all over h— to find you. It will be rather expensive.

Believes in the Milking Machine.

With the progress in invention and the general construction of the milking machine, almost all of our readers are now more or less familiar. Some will remember, no doubt, the article setting forth the opinions of Prof. H. H. Dean, of the Ontario Agricultural College, Guelph, Ont., as to the milking machine. He admitted the great need for and possibilities of a perfect mechanical milker, but after having conducted a series of tests, found that it was impossible to secure as much milk from an average cow with the machine as by hand; that cows tended to dry more quickly when machine milked, that great labor and care was necessary in cleaning the milker, and that it was an expensive investment for the average farmer.

In almost direct contradiction of Prof. Dean is the view held by Prof. Oscar Erf, of the Kansas State College of Agriculture. He has just completed a comparative test between hand and machine milking, and the following are the conclusions he has reached:

First: The labor saved under practical conditions has been conservatively estimated to range from 30 to 40 per cent. Hence, more responsible men can be employed and higher wages can be paid. At intervals for a limited time careful comparisons were made between hand milking and milking by machinery, the Burrell-Lawrence-Kennedy milking machine being used. The cows, seventeen in number, belonged to the college herd, their feed and attention being similar both before the machine was applied and while it was being used. In making this comparison the time required to milk a cow, including variations caused by pulsations of the machine or hand strokes of the man, the number of pounds of milk drawn per minute and the effect upon the cow and the cleanliness of the milk were noticed.

The first set of data was taken from cows milked by hand, three men milking different cows, the results being 1.5 pounds per minute, 1 pound and 1.05 pounds respectively. For the three men the average time to milk a cow was 9.14 minutes, number of pounds of milk 12, or an average of 1.27 pounds per minute. The second set of data was taken from cows milked by machines, the average being 2.4 pounds, 2.16 pounds and

THE MANITOBA LINE



"Manitoba Windmills"

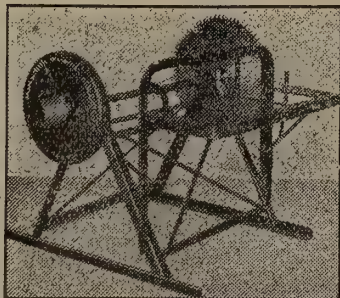
The most scientifically constructed in the world. Compression grease cups and interchangeable phosphor bronze bearings and the reversible one-piece pitman. The right combination for a long life. Our windmills have larger gearings than any other mill of equal size on the market.

"Manitoba"

Gasoline Engines

Are power perfection. No water tanks. No gasoline pumps. Anti-friction babbitt bearings. Perfect yet simple lubrication.

Write for catalogues, prices and terms and remember we protect the trade.



"MANITOBA" Steel Saw Frame Absolutely all Steel Heavy Angle Steel Frame and Table. Note the Steel Cross Braces. "The Best that's Made."

The Manitoba Windmill and Pump Co., Limited

Box 301

BRANDON, MAN.

Box 301

2.36 pounds respectively per minute. From the data given it was found that it requires a little over seven minutes to milk two cows with the milker, or 2.3 pounds per minute. In one minute the machine will milk 1.03 pounds more than a man milking by hand and one man can conveniently tend to three milkers, thus drawing 5.64 pounds more than by hand. Hence, three machines are better than five milkers. While this comparison is calculated from the data of experiments, it was, however, not estimated the increased time required to put the machine in operation, to transfer the milkers from one cow to another, to attach the teat cups, to wash the machine and take care of the engine, which would decrease the per cent of labor economy.

Second: By the use of the milking machine the objectionable part of hand milking is greatly eliminated. The uncomfortable part of milking is the position in which the milker must place himself, besides other inconveniences, and by the use of the machine all these objectionable features are eliminated.

Third: To determine whether the quantity and quality of milk from the average cow are maintained requires at least several years of experimental work. However enough experimental work has been done to prove that no great decrease can come about.

From the results obtained it was found that the quantity of milk from some cows was reduced while from others it was increased. The quality is affected in practically the same way. Hence, under average conditions, as far as has been experienced, the machine proves to be as efficient as the average milker milking by hand. From a series of thirty-two tests to compare the thoroughness of milking it was found that the average cow milked by a machine is milked slightly cleaner than by average hand milking.

Fourth: Machine milking is cleaner than hand milking. Twelve experiments were conducted in which duplicate samples of milk were taken. One set was taken from milk which was milked by hand and a second from milk that was milked by a machine. These samples were set at a temperature of about 60 degrees F., under the same conditions and in all cases the milk taken from the milking machine remained sweet for a longer time. Similar samples kept at a temperature of 32 degrees proved that the machine-drawn milk remained sweet from six to thirty-eight hours longer than hand-drawn milk.

Fifth: While no definite degree of comfort or annoyance of an animal can be determined, it is an easy matter to notice whether a

cow is in a distressed or comfortable condition. From all observations that have been made at the station in this connection, while under normal milking conditions, no cow gave any indication of discomfort while being milked by a machine. In fact it was found that milking machines, if the vacuum is normal and the teat cups fit well, are more comfortable to the cow than hand milking. Some cows can be milked by milking machines that as a rule cannot be milked by hand.

Sixth: The reliability of a machine depends largely upon its simplicity. A machine must be simple and easy to operate if placed in the hands of the average milker. No serious difficulties have been encountered with the machines at this station since the beginning of their operation. Breakages are liable to occur with even the simplest mechanism and every dairyman must be prepared for an emergency. The milkers as a rule are duplicated and it would be seldom that there would be more than one milker broken at a time. Each company should send out an extra supply of the most breakable material with each machine. There is

little to be broken on the vacuum pump which cannot be readily repaired at an ordinary machine shop.

Seventh: The question as to whether a machine insures a safe investment depends upon the number of cows that are to be milked, the class of cows on hand and the ability of the operator to run the machine successfully. For a small dairy the investment in a complete outfit at the present price would not warrant interest on the money invested. However, there is another phase to be taken into consideration: the average man would rather operate the milking machine than do the milking by hand which may offset the actual interest on the investment. For a dairy of fifty cows or more it becomes exceedingly profitable. Aside from the real interest on the investment it removes the disagreeable part of the work, reduces the labor and insures the proprietor a greater degree of certainty that his work will be accomplished. It has been found especially desirable to feed cows during milking. This is especially true at first for it has a tendency to distract the attention of the cow from the milking machine and seems to induce the milk secretion.

The Empire Proves Its Claims

The cream separator of Quality—Quality in work and quality in construction—is the

Improved Frictionless

Empire Cream Separator

In construction it is admittedly the simplest in principle. Its bowl is the lightest and turns the most easily. It is free of all complicated parts and is most easily washed. Its improved bearings make it as nearly absolutely frictionless as it is possible for a machine to be.

It is so well built and made of such good materials that it outlasts three or four ordinary separators, and very seldom needs repairs.

It gets all the cream and of the highest quality. In convenience, in economy and in satisfaction, it is emphatically the Separator of Quality.

We Prove These Things. We don't ask you to take mere "claims." We give you proof. Send today for our new catalogue. It is well worth your while to find out about the Empire.

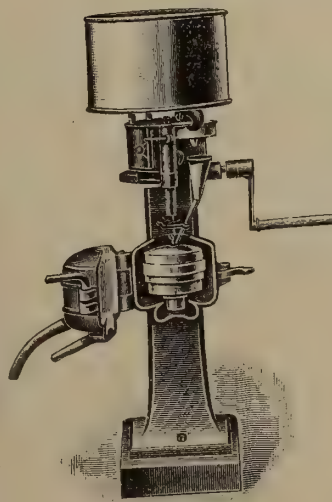
Ontario Wind Engine and Pump Company, Ltd.,
Winnipeg, Manitoba,
Canada.



Florence Wood Pumps

By test it has been proved that these wood pumps are the most satisfactory for the Western farm. They are fitted with metal frost plug which prevents freezing in very cold weather. They are made from picked material by expert workmen.

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MELOTTE CREAM SEPARATORS

are winning honors all along the line. Dealers who handle this high grade Separator report satisfaction from all buyers. The Melotte is built to work every day of the year to full capacity. Better drop us a line for further particulars.



Melotte Cream Separator Co. Ltd.

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Agents for "Ideal" Gasoline Engines.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by

Canadian Farm Implements, Ltd.

F. D. BLAKELY, Manager

901-2 UNION BANK BUILDING,
WINNIPEG, CANADA

Telephone 518

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solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

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WINNIPEG, CANADA

SEPTEMBER, 1907.

Get Your Collections This Year.

Collections will be pushed vigorously on all sides this year. Having canvassed the situation very carefully among all classes of local business men, this is the conclusion we have reached and seems to be the general opinion. The money market still remains very stringent and the prospects for improvement at this writing are practically nil. The banks of the country, when all is said and done, have evidently come to an understanding concerning limits of credit, and one of the chief reasons for present conditions is a desire on the part of financial institutions to see this year's commercial obligations pretty thoroughly cleared up, and the credit system of the country reduced to a more stable basis. As a consequence those engaged in industrial and commercial enterprises are unable to secure money and are naturally looking to outstanding paper to relieve the present stringency. In business circles it is admitted that it makes little difference how the crops turn out as affecting the vigor with which collections will be pushed. Every manufacturer, wholesaler, or jobber, in all lines, will put forth a supreme effort to get his money this season.

In view of the foregoing it behooves every dealer to make preparations for the collection of debts. Both jobbers and manufacturers in our line will expect their money just as soon as it becomes due. Every man engaged in retailing agricultural implements and vehicles should list every claim he has, study the various conditions that govern in each individual case and then get after settlements. Slow claims should first receive attention and the better class of credit followed up as soon as it matures. It is necessary that every farmer be impressed with the idea that settlement will be expected as soon as his account is due to be paid.

Another thing. Every dealer should go after his money early and stay after it persistently until his paper is all cleared up. Some dealers may fear to push their claims energetically because their competitors may be more lenient with their customers. Right here let us urge this fact upon every member of the trade: as far as manufacturers and jobbers are concerned the same conditions relative to getting settlements will be as compulsory upon one member of the trade as another. The same state exists in all other lines of business.

The different dealers of the different towns in the West should get together and have a definite understanding one with the other as to the policy to be pursued in the cleaning up of this year's paper.

There can be no beating about the bush this season. As before stated the refusal of the banks to advance loans makes it imperative that the local dealers secure the redemption of the paper they hold. United action by the members of the trade in the various towns would be very beneficial in securing this result. If there is any laxity in this matter the whole trade is bound to suffer, and in view of the existing conditions the whole implement fraternity knows how undesirable that is. Let every dealer get after his collections early. Creditors in other lines are pledged to pursue collections relentlessly. Dealers should get into the field first and stay with it until his paper is satisfactorily wiped off the books. Conditions this year demand a strong, vigorous policy be pursued in the matter of collections.

Receiver for Balfour Implement Company.

A meeting of the creditors of the Balfour Implement Co., 150 Princess Street, this city, was held on the 12th and 13th of July, with a view to winding up the affairs of the company. At that meeting Mr. J. A. Acheson, accountant of the company, was appointed trustee with power to close out the entire business. The tightness of money during the past few months is said to be entirely responsible for their closing out. This company have been handling J. I. Case plows, Kentucky wagons, Dowa-giac drills, and several other well-known lines. Just what arrangements the manufacturers of these lines have made for future representation in this territory is not definitely known. Readers of these columns will be fully informed of whatever changes are made. All letters intended for the Balfour Implement Co., should be addressed to P.O. Box 204, Winnipeg. The business will be wound up as speedily as possible.

Exorbitant Prices, Absorption and Profits.

To conduct any business successfully and avoid wreck on the shores of bankruptcy, it is imperative that every manufacturer, every jobber and every dealer must make a reasonable profit on every article handled. With advancing prices for all lines it is especially essential that the foregoing be borne in mind by all, particularly by members of the retail fraternity.

In order to secure business, some dealers are absorbing advances in some lines. This policy is more prevalent in respect to articles the price of which farmers have begun to consider standard. It is undoubtedly true that great difficulty is experienced in raising the price on such articles and the dealer, fearing the loss of a sale, is content to accept the old figures and sell the article. The adoption of this policy on any sale is very unwise. To be candid, it is nothing more or less than price cutting, one of the greatest evils of any business.

In review of this subject the question has come up: Is a dealer entitled to take advantage of increased prices on a line of goods bought previous to the announce-

ment of higher values? To this there is, in our opinion, but one answer and that is in the affirmative. To sell such a stock on the old terms is simply another form of price absorption, and while the dealer would lose nothing by selling at his old figures, his action would be detrimental to the best interests of the trade at large.

The farmer offers a splendid object lesson here. Suppose he has one thousand bushels of wheat to sell. To-day he takes five hundred bushels to market. The price being paid for his grade is sixty-five cents per bushel. He sells his lot for that price and realizes three hundred and twenty-five dollars. The following day he brings in the remainder. He finds wheat has soared in the interval and is now quoted at sixty-seven cents per bushel. He sells at this figure and nets ten dollars extra profit. Would he have sold the balance at the sixty-five cent per bushel quotation when prices were two cents higher? Oh, no. Decidedly not. In fact, he would be extremely foolish if he did.

The same illustration is equally applicable to the dealer. When wholesale quotations advance on any article of which he has a large stock he is entitled to the higher prices, and that is why we contend to sell at old prices, in the face of an advance, is simply another form of absorption.

While on this topic of prices there is another factor in trade we would not have those engaged in the business underestimate or overlook. That is the effect of unreasonably high prices on the volume of sales. Exorbitant values militate against volume of business, and consequently result in curtailing trade and reducing aggregate profits.

Every manufacturer, jobber and dealer is entitled to a fair margin of profits on his investments. No more, no less.

Exclusive Agency in Western Canada.

The Canadian Moline Plow Co. recently concluded arrangements whereby they become the sole representatives in Western Canada for the Munro & McIntosh Carriage Co., of Alexandria, Ont. In making this announcement the company informed us that they have a new catalogue of this line of vehicles which they are prepared to send to members of the trade desiring same.

Personals.

Mr. G. Galbraith recently started a carriage shop at Asquith, Sask.

Mr. Geo. Wishart recently commenced in the implement and vehicle business at Denholm, Sask.

Mr. R. R. Armstrong has opened up in agricultural implements at Maidstone, Sask.

Mr. James Hewitt is said to be contemplating the commencement of an agricultural implement and vehicle business at Cochrane, Alta.

Mr. Geo. S. Hamilton, of the field force of the Parlin & Orendorff Co., of Canton, Ill., was in the city and west for about ten days recently. Mr. Hamilton was investigating conditions, etc., in this territory.

Mr. Joseph Bryan, vice president of Tudhope, Anderson & Co., of this city, accompanied by Mr. Walter Tyson, of the travelling staff of his firm, recently visited the Twin Cities for a short time. While away they took in the Minnesota State Fair at Minneapolis.

Mr. H. W. Hutchinson, president and general manager of the Fairchild Co., spent a few days at Minneapolis about the middle of August. On his return he brought back Mrs. Hutchinson and "The Boy," who had just concluded a three months' visit to friends in the Twin Cities.



J. H. Teakle.

Mr. J. H. Teakle, the subject of our illustration, recently arrived in Winnipeg to take over the management of the Paris Plow Co.'s branch here, upon the resignation of Mr. R. H. Felker, which took place September 1st. Mr. Teakle has been connected with the home office of the Paris Plow Co., at Paris, Ont., for the

past two and a half years, latterly as Secretary-Treasurer of the Company. Previously he was with the Accounting Division of the Verity Plow Works Co., being connected with them for about ten years. Mr. Teakle is a Canadian, was born at Brantford, Ont., and received his education in the public and high schools of that city. He has visited the West once before, making a trip through this territory last winter in the interests of his company. He is greatly impressed with the possibilities of this country, both from a national standpoint and from that of a business man interested in the sale of plows and other lines of agricultural implements. We extend him a cordial welcome and wish him every success.

Messrs. Hames & Carley, who have been doing an implement and livery business at Oxbow, Sask., recently sold out the latter to Mr. R. D. Kellough.



Z. K. Carson.

It is with pleasure we take this opportunity of introducing to the implement trade of Western Canada Mr. Z. K. Carson, who has been appointed manager of the Parlin & Orendorff Canadian Plow Co., the new organization that recently succeeded to the implement business of Wm. Johnstone & Co. For the past two years Mr. Carson has been connected with the collections department of Parlin & Orendorff Co., with headquarters at Canton, Ill., and is already well known to a number of the retail fraternity in this territory, having looked after this branch of the work here. Pre-

vious to his employment with the makers of the P. & O. line he was with the sales division of the International Harvester Co., at Davenport, Ia., having started with the McCormick Division in 1902. His home is at Sparta, Ill. He has our best wishes for success in his new field of greater responsibilities.

Mr. H. C. Nunn, accountant for the local office of the Ontario Wind Engine and Pump Co., recently left for Toronto and other Eastern points, including Hamilton and Muskoka Lakes. He will be gone about a month.



J. W. Thompson.

Mr. J. W. Thompson, an excellent likeness of whom appears herewith, who has been manager of the Brandon Machine Works Co., of Brandon, Man., for the past four years, recently resigned this position, his resignation to take effect about October 1st. Mr. Thompson is leaving the Wheat City and Western Canada for Buffalo, N. Y., where he goes to assume the management of the Buffalo Laundry Machine Co., a new concern which has just been organized for the production of a patent mangle. The subject of this sketch has been prominently identified with manufacturing concerns all his life. From the bench in London, Ont., he progressed until he became manager of the Reliance Electric Co., of Toronto, later taking a similar position with the Toronto Electric Motor Co. His next change placing him as secretary-treasurer of the United Electric Co., also of Toronto, when he subsequently came to Brandon. Under his direction the Brandon Machine Works Co. has made phe-

nomenal progress, until to-day they are recognized as one of the most up-to-date concerns of the kind in this country. Speaking for both the wholesale and retail implement trade of Western Canada, as well as ourselves, we express regret at Mr. Thompson's departure but wish him good luck and prosperity in his new sphere.



William Johnston.

When a man engages in any business for thirty-seven years and puts into it the application and ability to make it a success and one of the leaders of its class, there are few who will dispute that he has earned the right to retirement. Such are the conditions in the case of Mr. William Johnston, President and Manager of Wm. Johnston & Co., who were recently succeeded by the Parlin & Orendorff Canadian Plow Co. Like all his friends of the implement trade, and they are legion, we rejoice that Mr. Johnston, whose likeness appears herewith, is so fortunately situated as to be able to withdraw forever from the active duties and responsibilities of business life, but our joy, as well as that of his other friends, is tempered with sorrow when we remember that his retirement simply marks the passing of another pioneer, the departure of another who has been so closely connected with the development of Western Canada as far as agricultural machinery and vehicles are concerned. Mr. Johnston has been engaged in this business since 1870, having at that time started at Hartford, Gray County, Ontario. Eleven years later he was persuaded to take a trip West.

He was so impressed with the possibilities, even at that time, that he returned to Hartford, disposed of his business, closed out his other interests, came to Manitoba and established a retail implement and vehicle business at Brandon. That was in 1882. The business then started was continued until 1898, when he sold out to Smith, Inglis & Nelson, now the firm of Smith & Inglis. In 1897 he arranged a partnership with Mr. A. M. Stewart for the purpose of doing a jobbing business out of Winnipeg, the concern being known as Johnston & Stewart. In February of 1898 Mr. Johnston moved from the Wheat City to the 'Peg. Dissolution of the firm of Johnston & Stewart took place in 1902, when Mr. Johnston immediately organized the firm of Wm. Johnston & Co. It is doubtful if there is any member of the trade with a wider circle of friends among members of the trade than Mr. Johnston. His long connection with the business, and the varied interests he represented gave him an enviable opportunity for making acquaintances. To him belongs the credit of introducing Parlin & Orendorff plows into Canada. He re-introduced the McCormick binder after it had been dropped by the firm of Westbrook & Fairchild, who were responsible for its advent into this territory. Since his company came into existence Mr. Johnston has been a constant and valuable member of the Winnipeg Wholesale Implement Association, has held various offices in it al-

most continuously since 1903, and his judgment and counsel will be missed at future deliberations of this organization. We understand that Mr. Johnston intends to leave for Victoria, B.C., shortly on an investigation trip, and it is altogether likely that he will be permanently located there before the snow flies. He will be accompanied by his mother, who is eighty-six years of age. One of the delights of Mr. Johnston's life has been his flower gardens. Both in Brandon and in Winnipeg he indulged his hobby, and though cramped for room in this city, his home has always been a mass of bloom and fragrance. We believe the production of flowers will be Mr. Johnston's chief occupation in his new home, which will very likely be located at Victoria.

Mr. R. J. Haley, implement dealer at Hartney, Man., has been succeeded by Schraff & Haley.

Maxners & Nedeem recently purchased the implement and vehicle business of Kylo Bros. & Curtis, at Craik, Sask.

Mr. H. H. Rogers, assistant manager of the Canadian Moline Plow Co., here, recently made a tour of Southern Manitoba and South-eastern Saskatchewan.

Mr. W. J. Warren, of the travelling staff of the Mount Forest Carriage Co., of Mount Forest, Ont., is making a tour of the West in the interests of A. C. McRae, Western representative of the Mount Forest Carriage Co.

Mr. E. Cahill, of Wm. Gray & Sons Co., here, recently left on a visit to the factory of the company at Chatham, Ont. He also intended taking in the Toronto Exhibition, where he expected to meet many old friends.

Mr. C. C. Macdonald, of this city, recently secured the agency in Western Canada for the Gilson Air-Cooled gasoline engine, manufactured by the Gilson Manufacturing Co., of Guelph, Ont., and Port Washington, Wis.

Mr. J. J. Bugee, Manager of the Canadian Moline Plow Co. here, recently made an extended tour of the West in his firm's interests. He went to Calgary and Edmonton, stopping off at all the principal intermediate points.

The Ontario Wind Engine and Pump Co., of this city, recently concluded arrangements with the Martin Mfg. Co., of St. Louis Park, Minn., to handle their line of grain grinders. Full information relative to this make of grinders will be sent by the company on request.

Mr. R. H. Felker, who has managed the Western branch of the Paris Plow Co. since they established here about two years ago, recently resigned. We understand that it is Mr. Felker's intention to travel with a line of implements and vehicles on his own account. Just as soon as his plans are completed they will be announced.

The Petrie Mfg. Co. have moved from their former location on Portage Avenue East and established commodious quarters in the J. C. Wilson Building, 286-290 McDermot Avenue, three blocks west of Main Street. Here the company have an entire floor which gives them much better facilities to look after their business than they formerly enjoyed.

Mr. U. G. Orendorff, secretary-treasurer of the Parlin & Orendorff Co., of Canton, Ill., accompanied by Mr. J. R. Street, Sales Manager of the same firm, was in the city recently in connection with the installing of Mr. Z. K. Carson as manager of the Parlin & Orendorff Canadian Plow Co., and making other arrangements, etc., in regard to their business in this territory.

Mr. W. H. Steele, President and General Manager of the Mount Forest Carriage Co., of Mount Forest, Ont., recently made a hurry-up trip from Toronto to Winnipeg. From here he took the journey to Edmonton, visiting several intermediate points en route. While here he was the guest of A. C. McRae, who handles his firm's products in this territory. He stopped off at Fort William on the return trip, where he met Mr. McRae returning from the East.

Mr. A. B. Petrie, President of the Petrie Mfg. Co., at Hamilton, Ont., makers of the Magnet cream separator, was in the city for several days a short time ago visiting the Western branch located here. He also made a tour through the more westerly provinces in connection with his various interests, stopping off at Regina, Calgary and intermediate points. While at Regina he completed arrangements for the erection of a warehouse to facilitate their cream separator business in the Saskatchewan territory.

Mr. A. C. McRae returned home a short time ago from a two months' sojourn at different points in Eastern Canada. While away he visited the factory of the Mount Forest Carriage Co., of Mount Forest, Ont., whose goods he handles for this territory. He spent a few days in the neighbourhood of Richmond, Ont., the home of his childhood, and Ottawa, and then repaired for a five weeks' trip to the Thousand Islands in the St. Lawrence River. Mr. McRae is looking fine, reports a good time, and is back at his desk attending to his many responsibilities with renewed health and vigor.

Mr. J. S. McKie, of the R. McKie Buggy Co., of Plattsville, Ont., was in Winnipeg recently on a visit to the Parlin & Orendorff Canadian Plow Co., who will handle his company's products in this territory. While here Mr. McKie made a trip through South-western Manitoba and South-eastern Saskatchewan for the purpose of investigating conditions. He informed us that he was very favorably impressed with the outlook, and considered that the farmers in the districts he visited would harvest a very profitable crop. As it was his first visit to Winnipeg he was naturally loud in his praise of this city and very optimistic as to its future.

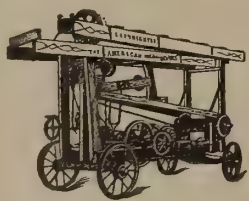
Mr. E. A. Mott, Manager of the Cockshutt Plow Co., returned to the city a few days ago from an extended trip to Eastern Canada. While away he spent a considerable time at Cockshutt headquarters at Brantford and from there went to Toronto and other points, latterly spending a short holiday at Atlantic City, N.J. Speaking of conditions in Ontario Mr. Mott stated that practically the same state of affairs existed there as here. Business men were depending much on the Western crop to improve things and all

—THE— American Well Works

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T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

CATALOGUES ON REQUEST.

Correspondence solicited—giving details of what must be accomplished

We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.

HONEYMAN, HAULTAIN & CO.

STORAGE AND TRANSFER

Wholesale Commission Merchants

P. O. Box 372. REGINA, ASK.

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

reports regarding the progress the grain was making in this territory were eagerly received. He is glad to be home again and back at his desk once more.

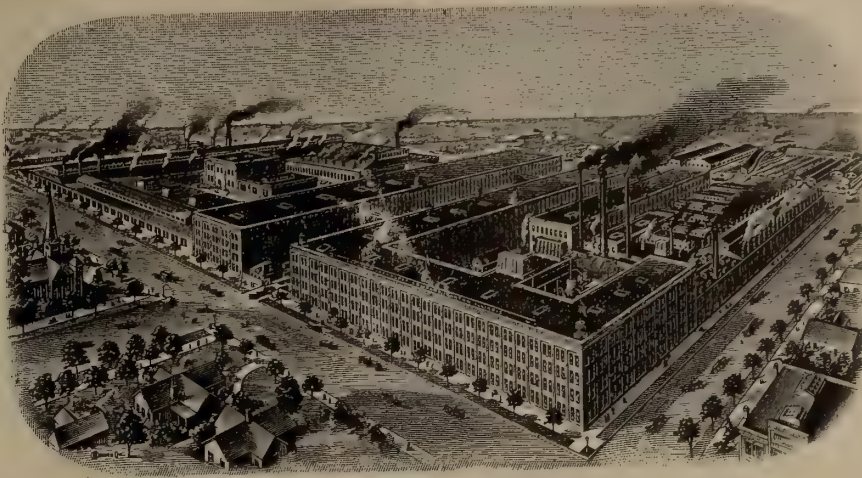
Mr. Joseph Maw, President and Manager of Joseph Maw & Co., recently returned with his family from a pleasant holiday at Banff, Alta. Though late Mr. Maw felt a good crop would be harvested providing weather conditions were favorable for a couple of weeks later than usual.

Mr. James Calder, of Hamilton, Ont., inventor of the Calder Automatic Grain Shocker, was in the city recently on his way to Brandon, where tests of his invention took place.

Sixty-five Years of Progressive Development.

As was their intention, exclusively announced in the August issue of Canadian Farm Implements, the Parlin & Orendorff Co., concluded all negotiations satisfactorily and have taken over the entire business of Wm. Johnston & Co. They have incorporated the Winnipeg branch house with a capitalization of \$100,000, and will do business in this territory under the style of the Parlin & Orendorff Canadian Plow Co.

It was our privilege to interview Mr. U. G. Orendorff, secretary-treasurer of the company, while he was in the city, and secure from him some information concerning the foundation and development of the enterprise with which he is so closely connected. Mr. Orendorff is proud of his company, proud of its traditions, its reputation and its development,



Parlin & Orendorff Co., Factory, at Canton, Ill.

and when the course of its life is as thoroughly known as he knows it there is every reason for his pride.

"Yes," said Mr. Orendorff, "ours is one of the oldest plow factories in the United States. It was founded in 1842 by the late Mr. Wm. Parlin. The founder was an experienced blacksmith Reaching Canton, Ill., by way of the Mississippi and Illinois rivers, he settled there early in 1842. He immediately started at his trade and was more than ordinarily successful as a village blacksmith, his capital lying entirely in his knowledge of his trade, his marvelous energy and his determination to make a name for himself. That he had the requisite ability is shown by the prominent position occupied by the company he founded in later years, until to-day it is recognized as one of the leaders in the manufacture of a general line of agricultural implements.

"Late in 1842 Mr. Parlin tried making a few plows. The first constructed had wooden mold

boards with steel shares cut from old saws. Later he tried "boiler plate" and subsequently he made them with all steel mold boards and landsides. These plows proved most acceptable to the farming community. Orders poured in on him, he had to engage more men, enlarge his shops, and in 1846 he added a small foundry. That is the first history of our now wide and favorably known plows."

With reference to the formation of the partnership, which ultimately terminated in the development of the present concern. Mr. Orendorff had the following to say: "My father, Mr. Wm. J. Orendorff, joined resources with Mr. Parlin in 1852, under the name of Parlin & Orendorff. They at once made preparations for enlarging and extending the business. Steam was introduced to replace horse power and improved machinery was secured or built and installed. About this

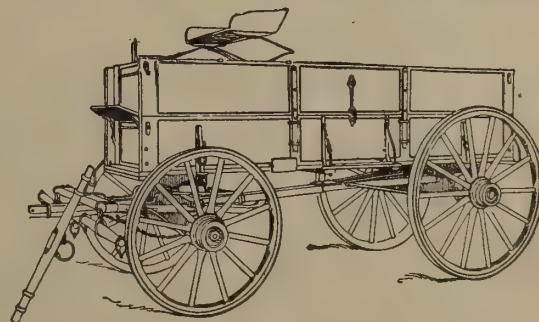
time the Clipper style of plow was designed and its popularity, which has extended to this day, gave added impetus to the business of the firm.

"As their business increased the troubles of the young manufacturers multiplied, and they found it very uphill work extending their operations beyond the limits they had previously operated. Transportation was a problem of great magnitude and there was just as many obstacles in the way of securing raw materials as there was in their delivering finished products to purchasers at distant points.

"My father told many interesting storeys of marketing under the conditions of that time," continued Mr. Orendorff. "On occasions he used to recite how he had loaded up specially designed wagons with plows and started out to sell them, placing with farmers direct or consigning them to local merchants. When cleaned out he would return to Canton, catch up with his books and office work, load up and start off again for newer and consequently more distant points. On one of these trips he took three wagons along. For three days he had driven with little success. At the tavern where stopped the third night he met a man who asked him what he was going to do with all the plows, about a hundred in all. On being informed, the stranger advised him to take them to his place at Knoxville, Ia., and he would dispose of them. My

THE JACKSON WAGON

Best and most improved wagon in Canada



Your attention is called to
NINE POINTS ONLY

Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1 1/2 inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Has all the points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Jackson Wagon Co., Limited, St. George, Ont.

Western Selling Agents

JOSEPH MAW & CO., LIMITED, WINNIPEG.

Don't Stop

to ask your neighbor, lift the load yourself with
The Burr Self-Locking Tackle Block. Saves the labor of two or three men. 600 to 5,000 pounds capacity.



Munro Wire Works, Winnipeg

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio
156 Viaduct

BRADSTREET'S

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Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

father did. That was the first large consignment of P. & O. plows ever placed in Iowa. The following spring the buyer sold and paid for every plow.

"With the expansion of the company markets had been found for products by shipping down the Illinois, Mississippi and Missouri rivers. From this start has grown the present large and well established trade our company enjoys all over the South-west, the West, and right to the shores of the Pacific ocean."

Regarding the numerous additions made to the products of this concern, Mr. Orendorff stated: "Continual enlargements having been made in the plant, factory economy caused the partners to turn their attention to the manufacture of other lines. In 1856 walking cultivators were added, stalk cutters in 1857, and other implements as the necessity arose or opportunities presented themselves. In 1865 the firm produced its first riding cultivator, and in the following year the foundry was enlarged and additions made to other parts of the plant. About this time the first lister was made. It was the invention of a Missouri blacksmith, and the first machine

was turned out by Parlin & Orendorff. So eagerly was this machine sought by farmers that they were shipped by express almost as fast as turned out, many before the paint had dried on them.

"In 1862," went on Mr. Orendorff, "the first railway was built to Canton. This was the Chicago, Burlington & Quincy R. R., and its construction was a great boon to the shipper, making him independent of water transportation. Six years later the Toledo, Peoria & Western R. R., built through Canton. These accommodations and subsequent ones give our factory the most desirable railway facilities; a factor in our success that must not be underestimated.

"With the increased demand for P. & O. goods the country over, both my father and Mr. Parlin deemed it advisable to increase their plant and make preparations for the future. As a result the old partnership was merged into a new organization, taking in the younger members of the two families, to be known as the Parlin & Orendorff Co. The first officers were: Messrs. Wm. Parlin, President; W. J. Orendorff, treasurer; W. H. Parlin, secretary;

and A. L. Orendorff, cashier. After Mr. Parlin died the following officers were elected: President, Mr. W. J. Orendorff; Vice-president, W. H. Parlin; Treasurer, A. L. Orendorff; and Secretary, U. G. Orendorff. After my father died and my two elder brothers had retired from active service in the company, the interests of the two families comprising it passed into the hands of Mr. W. H. Parlin and myself, both junior sons of the founders. At the present time Mr. Parlin is president, while I am secretary-treasurer."

"Have you found Western Canada a profitable field, Mr. Orendorff?" asked our representative. "Indeed, yes," replied that gentleman smiling. "Our excellent and exceedingly satisfactory connection, first with Mr. Wm. Johnston, at Brandon, and latterly with Wm. Johnston & Co., at Winnipeg, assured that Mr. Johnston introduced our plows into this territory in 1887. He was then at Brandon and became interested in our goods through an advertisement in Farm Implement News. Just here let me say that in thus broadening out our Canadian business and domesticating under your laws, on behalf of our Company I wish to thank all our customers of the past and to inform them that they will always receive the same courteous and generous treatment from us as was accorded them by our

esteemed predecessors. Mr. Z. K. Carson will have charge of our business in the West."

A reproduction, which will give the reader some adequate conception of the size of the P. & O. plant at Canton, Ill., appears in this article. In addition to handling their own line of goods the Parlin & Orendorff Canadian Plow Co. will continue to handle the various agencies previously held by Wm. Johnston & Co., and will make additions from time to time.

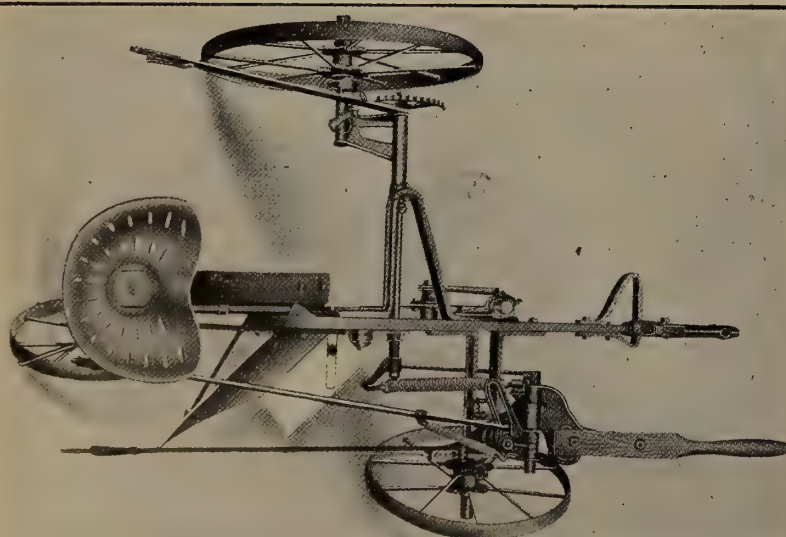
An Auxiliary Company Proposed.

It is understood the J. I. Case Threshing Machine Co., of Racine, Wis., has taken the first steps towards the organization of an auxiliary company. This new concern will be known as the International Thresher Company, and, it is said, will have complete charge of the entire foreign trade of the Case Co. As the matter stands at the present time the consent of the board of directors of the J. I. Case Threshing Machine Co. must be secured before the new corporation can become an actuality.

Oh! How Lovely.

You play a game of ping pong.
Have a quiet chat,
Eat some chocolate fudges
And then you take your hat;
Hold her hand a little
Squeeze it if you can,
Now, isn't that a H— of an
evening
For a big, strong, healthy man.

IDEAL SULKY



Made for the man who wants a moderate priced low-lift plow. Not **skimped** in any way. Everything just as good as in the most expensive Plow.

Simple in construction—a boy can work it.
Write for full particulars—it will pay you.

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National Cream Separators

Are backed by proofs and facts to be the kind that the Dairyman and Farmer wants. They will have nothing but a high grade reliable separator.

THEY ARE DIFFERENT
WRITE FOR CATALOGUE

Raymond Mfg. Co. of Guelph

324 SMITH STREET, WINNIPEG.

CALGARY

PRINCE ALBERT

The Calder Automatic Grain Shocker.

Mr. J. M. BARCLAY.

During the past three weeks, on the farm of L. Nelles, near Brandon, Man., a test of the Calder Automatic Grain Shocker has been in progress. The inventor of this device is a Canadian, Mr. J. Calder, of Hamilton, Ont. The information contained in this article is from the pen of Mr. J. M. Barclay of Madison Lake, Wis., who is sole agent for the patentee. Mr. Barclay has been prominently connected with harvesting machinery, patents and construction all his life. He was associated with those who made the tests of the first automatic sheaf binding harvesters and subsequently was connected with John F. Appleby, the inventor of the perfected twine binder. Mr. Barclay is very sanguine as to the possibilities of the Calder shocker, and is confident that it will prove a boon to every grower of grain. He says:

"For the benefit and information of your readers I am sending you

a description of the Calder shocker, which is claiming the attention of manufacturers and users throughout the country. It is now working in the Canadian harvest and promises great things to the grain raisers of the great West.

The shocker takes the place of the sheaf or bundle carrier, so called, and is carried as an attachment to the self binding harvester. It occupies very little more space than the last-named attachment, but, of course, weighs considerably more, say about four hundred pounds all told, and adds about one horse to the draft of the machine at work in the field.

Its method of operation is as follows: The sheaves coming from the binder deck are dropped horizontally, as they naturally fall, into a receptacle arranged to carry them, butts foremost, until the requisite number are automatically counted out by the machine by means of a ratchet wheel (which can be replaced by a larger or smaller one as desired). When the needle of the shocker operating above and outside of the binder needle, and which is a per-

fectedly straight shaft three-quarters of an inch in diameter, descends to the shocker knotter and ties the band around the shock entirely independent of the sheaf bands which are previously placed upon the sheaves in the ordinary manner, and then the band being tied the shocker instantly and automatically raises the shock upwards and backwards and gently tilts it (butts downwards) until it strike the ground, the receptacle being still back of the shock and the machine still in motion, but the instant that the shock strikes the ground the receptacle opens in the middle and one half of it passes on each side of the shock, leaving the shock standing in the field tops up.

The mechanism operating the shocker binder is very similar to that in use on ordinary sheaf binders and requires no explanation.

The shocker is operated, that is closed, tilted, opened and closed again by a gear reduced in speed from the pitman shaft on the harvester; and the complete operation of shocking (that is including the return to place) occupies four-

teen feet of the forward motion of the machine, which includes the placing of one sheaf in the shocker, thus requiring the shocker table to hold substantially, as at present running, but one sheaf after tying it before the receptacle returns to place. Thus it never seems to be hurried in its operation. The counting of the sheaves into the shocker from the grain binder is accomplished by a simple ratchet held by a flat spring and when the number is counted the shocker binder is tripped into motion and the shock is bound.

Your readers would hardly appreciate all the intricacies of the mechanism employed for each of the various operations which must be performed in accurate time with regard to each other but which are essential to the whole.

It is claimed for the Calder shocker that it embodies essential fundamental principles which must be used in any successful machine to do the same work.

There is talk of forming a Manitoba Corporation to manufacture this machine, and many farmers and machine men have daily witnessed the tests made.

HEDLEY & BELL

PHONE 620 Manufacturers' Agents P.O. BOX 971
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Sole Canadian agents for R. HOOD HAGGIE & SON,
Newcastle-on-Tyne, Eng., manufacturers of the
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HOBIN HOOD
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Sole agents for Manitoba for the DAVIS SEWING MACHINE CO., Dayton, Ohio.

Vertical Feed
Rotary and Vibrating Under Feed
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Sewing Machines

Best
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Agents wanted in all towns.

Western agents
for **THE "NATIONAL" WIRE FENCE CO.,**
MERRICKVILLE, ONT.

The Fence with the Reverse Coil Cable Running Wires. Strength and
Durability Guaranteed.

Offices and
Warehouse

BELL BLOCK, 1204 Rosser Avenue, Corner of 12th St.



MR. DEALER: Why not handle

Cater's Big 3

PUMPS, WINDMILLS
GASOLINE ENGINES

Send Orders for Fall Trade now.

The "One Guarantee Line."

BRANDON PUMP & WINDMILL WORKS
Box 410 BRANDON, MAN.

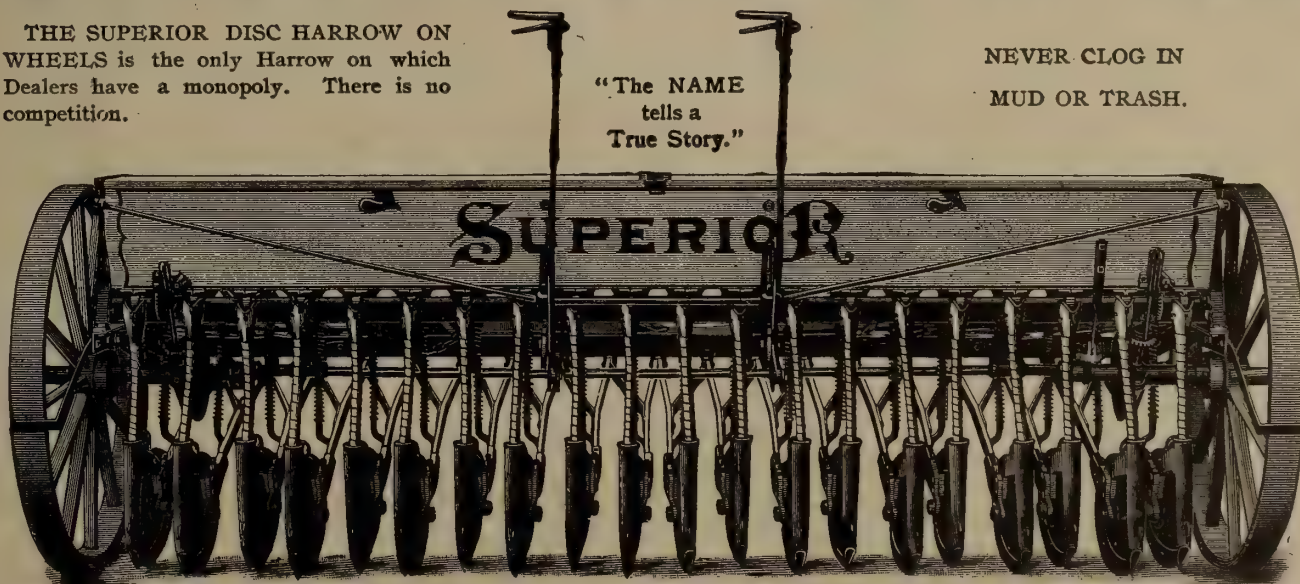
SUPERIOR GRAIN DRILLS

THE SUPERIOR DISC HARROW ON
WHEELS is the only Harrow on which
Dealers have a monopoly. There is no
competition.

"The NAME
tells a
True Story."

NEVER CLOG IN
MUD OR TRASH.

We Manufacture
this Famous Drill
in Single Disc,
Double Disc and
and Shoe Styles.



THE
SUPERIOR
AGENCY
ALWAYS
PAYS.

THE AMERICAN SEEDING-MACHINE CO., Incorporated, - - WINNIPEG, MAN.

Calgary.

Mr. George Granger, superintendent of carriage factory, Campbell & Sons, London, was a visitor in Calgary for a few days recently. He is making a tour of the three western provinces in the interests of his firm, and reports a large volume of business for this year.

Mr. James Gray, of the Wm. Gray & Sons Carriage Co., Chatham, spent some time in Calgary recently, and while here completed the purchase of a site, on which it is the intention of the firm to build a warehouse at an early date.

Mr. J. P. Minhinnick, general agent for the Frost & Wood Co. here, is making an extended visit over the northern portion of territory including Edmonton and points on C.N.R.; also points east on the Wetaskiwin branch.

Mr. J. E. Tysoe, of the firm of Beals & Hoar, Edmonton, was a Calgary visitor the early part of the month. He was combining business with pleasure this trip.

The 100,000 club of Calgary ran an excursion to Lethbridge to visit the fair, stopping off at

most of the intermediate points on return, making the trip in three days. Almost all of the implement and carriage houses were represented, and an excellent time was reported. On account of the success of this excursion, it is the intention of the club to run a similar one to Stettler the latter part of the month to take in the fair at that point, and, as before, arrangements will be made for stops at each of the intermediate towns on the return trip. It is expected that all the firms interested in the implement business will be represented.

Mr. P. Cooper, general agent for Frost & Wood Co. at Regina, passed through Calgary on his way from the coast recently, where he spent a short holiday.

Quite a number of implement dealers from outside points were noticed in Calgary during the past month, including Messrs. George Manuel, Edmonton; O. W. Hembling, Didsbury; A. R. Shantz, Carstairs; George Becker, Crossfield; P. L. Grasse, Innisfail; Peter Bruhn, Stavely; and A. F. Grady, Macleod.

Mr. D. D. McGillivray, representing the Regina Windmill and Pump Co., Ltd., Regina, Sask., spent some time in Calgary in the interests of his firm a short time ago.

A joint committee representing the Calgary Board of Trade and Alberta Wholesale Implement and Carriage Dealers' Association had a conference recently with Mr. F. W. Peters, Assistant Freight Traffic Manager of the C.P.R., at which a number of matters of special interest to jobbers and shippers were discussed. Arrangements are being made to improve the facilities for handling incoming and outgoing local shipments at this point, the particulars of which will be given out as soon as the details have been completed.

Harvesting is now in full swing in Alberta, the cutting of fall wheat in southern and central portions being almost completed. A splendid crop will be the result. Cutting commenced in territories south of Lethbridge ten days ago and gradually worked north until now the oats and spring wheat are also being harvested. The fall wheat was taken off in good shape, but it is not likely the spring wheat will be so fortunate. There were a couple of nights of light frost at central and northern

points in Alberta, and these have had a somewhat damaging effect on the result of the harvest. Although the loss will not be serious, there are a large number affected in the different localities where the frost touched. It seems to have run in streaks and at some points where the greatest damage occurred there are a number whose crops were not hurt to any extent. It is very probable that the effects of the frost would have been more serious had it not been for the fact that there was considerable rain just previously, and the ground and grain being wet, in a measure counteracted the damage that might otherwise have resulted. In some sections the fear of frost is causing a large number of farmers to commence cutting more on the green side than they otherwise would, and this will have a tendency to lower the grade of the wheat. Since the nights of the frost the weather has settled and it is hoped that the balance of the harvest will experience more favorable weather.

The splendid new warehouse of Tudhope, Anderson Co. has just been completed, the company's representatives taking steps to occupy it at once. The building presents a splendid appearance, and is one of the finest in Western Canada.

Mr. E. M. McCammon, manager for the J. I. Case Threshing Machine Co., made an extended visit north recently to Edmonton and down the C.N.R. as far as Lloydminster.

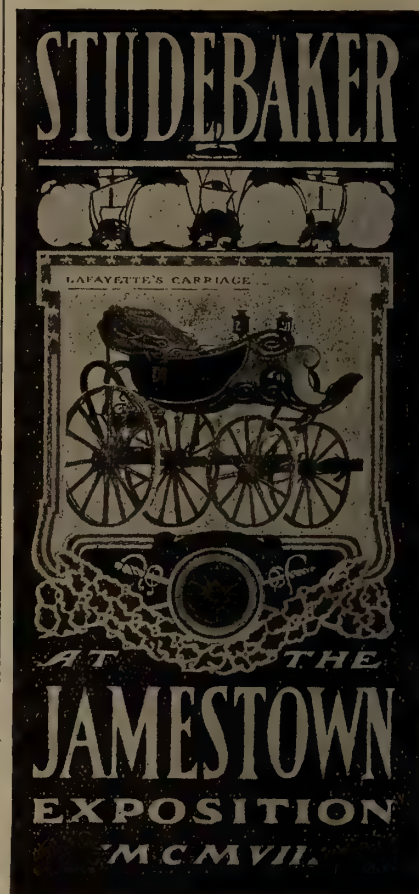
Mr. J. A. Brookbank, manager of the International Harvester Co., made a couple of visits recently to points north as far as Red Deer and south as far as Macleod.

Mr. John McIntyre, General Manager of the Collection department of J. I. Case Threshing Machine Co. for Western Canada, spent some days in the city recently with local representatives of the firm.

A number of officials of the International Harvester Co., both from the East and Chicago have been visitors at the local branch during the past month, among them being: Messrs. A. E. McKinstry, General Manager of the Canadian Sales Division, Chicago; F. A. Kauffman, General Manager of Collection Department, Chicago; J. B. Moulton, Auditor, Chicago; and E. N. Wood, Manager of Recording Department, Chicago.

Studebaker Jamestown Exposition Folder.

A short time ago the Studebaker Bros. Mfg. Co., of South Bend, Ind., favored us with a copy of their very handsome Jamestown Exposition folder. From a perusal of it we are inclined to think that this must be one of the finest things in the printed line distributed at that event. The covers are beautifully designed and neatly printed in delicate shadings of yellow and green and black. In it is to be found an excellent description of historic Jamestown, illustrated with fourteen views showing various points of interest. Large maps, in colors, portray that portion



of Virginia in the immediate vicinity of the Exposition city, and a complete plan of the grounds is given. The balance of the folder is devoted to matters of interest in connection with the various vehicles built by the Studebaker Co., illustrated with reproductions of the representative vehicles in each class. A short history is given of the famous carriages of La Fayette and Lincoln, now the property of this company, and both of which they have on exhibition at Jamestown. On this page we reproduce one of the covers. Dealers interested in nifty things in this line should write for copies of this little souvenir to the head office of this concern; also ask for a copy of their latest vehicle catalogue. It will interest you.

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to Niagara Falls and Ottawa on certain tickets. Full particulars on application. Write for Free illustrated booklet entitled "Haunts of Fish and Game."

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260 Portage Avenue, Winnipeg, Man.

PHONE 7098.

Crops Damaged by Western Saw-Fly.

Specimens of growing wheat injured by an insect working in the stalks have been brought to the Manitoba Agricultural College for identification, and found to contain the larva of the Western Saw-Fly (*Cephus Occidentalis*). This little pest, when at a stage to do most damage is a white worm about half-an-inch long and works up and down inside of the stem, causing it to ripen prematurely and fall over.

Reports from one of the leading milling companies of the province are to the effect that damage from this insect extends over a considerable part of the Southern portion of the province, in some districts from ten to twenty per cent of the crop being injured. A few years ago this insect was noticeable, but never to an extent sufficient to do any serious damage to western crops.

The adult fly appears some time during the month of June and lays its eggs near the upper part of the stem of the wheat. The small grub, which hatches in a few days, bores its way into the interior of the stem and works downward, cutting through the joints until the

bottom of the stem is reached. Later in the season it makes a larval case in the base of the stubble in which it remains during the winter. The adult fly appears the next season.

The remedies which are recommended by the Department of Entomology at the Agricultural College are to burn over the stubble of affected fields as soon as possible after harvest to destroy the larva remaining in the stubble. Deep fall ploughing is also effective by burying the larvæ so deeply that the adult flies are prevented from appearing the following season. Land left for summer fallow on which affected wheat has been growing should be ploughed before the first of June the following season to prevent the escape of the fly.

Is the Editor's Task Easy?

Editing a newspaper is a nice thing. If we publish jokes, people say we are rattle-brained. If we don't, we are fossils. If we publish original matter, they say we give them not enough selections. If we give them selections, they say we are too lazy to write. If we don't go to church we are heathens. If we do go, we are hypocrites. If we remain at the office we ought

to be out looking for news. If we go out, then we are not attending to business. If we wear old clothes, they laugh at us. If we wear good clothes, they say we have a pull. Now, what are we to do? Just as likely as not someone will say we purloined this from an exchange. We did!

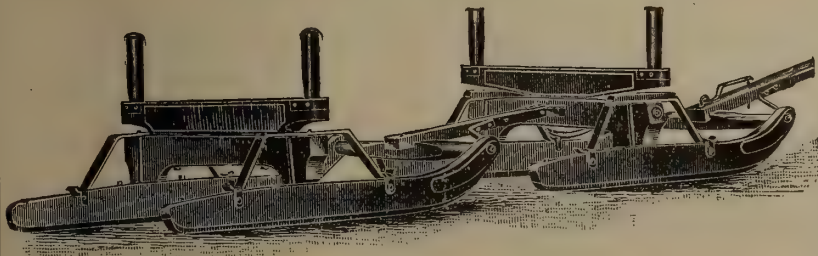
Bust the Trusts.

The United States Government has evidently taking the trust busting proposition seriously and started on the warpath against these corporations. Across the line public opinion is becoming stronger and stronger in opposition to monopolies. The beef combine, drug trust, paper amalgamation and half a dozen other like corporations have all been whipped and dissolved by process of law. The Standard Oil Co., is in a precarious condition and its investigation is the cause of much concern to its directors. At no distant date the United States Government will have an innings with the tobacco combine, the mighty steel monopoly and numerous other corporations of a like nature. From a political standpoint trust busting will soon be a popular game among politicians across the boundary.

Buy for Utility not Appearances.

That the Japanese buy more on the demonstrable utility of an article rather than on its handsome appearance is proven by a recent letter received from Mr. Alex. McLean, Canadian Commercial Agent to Japan. In the course of this epistle he says: "the tools and implements of the laborer, the mechanic, the farmer, and all the rest, are made within the country and used within the country by people to whom the making and the using alike have come down the line of ages from father to son. No doubt there has come down with primitive design a roughness of make and finish, that, if improved upon, would give a better impression, according to our ideas. But here one discovers an apparent utilitarian trait or ruling principle; that is, that tools or implements may be best made to harmonize with the work for which they are intended. In other words, in Japan roughness of work and roughness of tools seem to have a proper relation to each other. One would judge that it was held as an economic and artistic principle, that polished steel and nickel-plated decoration were not in good taste in connection with the implements and tools of ordinary labor."

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Genuine Canadian Butt cut White-Oak Runners.

Butt cut maple Benches.

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Thorough galvanizing ensures great durability.

Dealers who sell Star Goods are sure to have satisfied customers and increased business.

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Hoosier and Fast Mail Pumps

is full and complete. These pumps are especially adapted for the trade in Western Canada, and are noted for their great durability and ease of operation.

WOOD AND GALVANIZED STEEL TANKS

of all capacities a specialty. Inquiries receive prompt attention.

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Brandon, Man.

Box 410.

Agents for Western Canada.



Large and Complete.

Containing 378 pages, bound within a striking and attractive cover, the 1907 catalogue of the Moline Plow Co., of Moline, Ill., among whose numerous branches is numbered that of the Canadian Moline Plow Co., of this city, came to our office not very long ago. This is one of the largest and most complete lists that has reached our office this year. It is printed on a very heavy surface paper and from the standpoint of typographical work would be difficult to improve upon. The reading text is very complete, taking into consideration all those particular features that have given the Flying Dutchman line such popularity with farmers everywhere. Both the Canadian branch of this concern as well as the home office report a very satisfactory year during 1907, and each is looking forward to the best season in its history during 1908. If you are desirous of securing a copy of this catalogue address your postal card to the branch of the company in Winnipeg. Mention our paper when you write.

Will be a Strenuous Struggle.

Over 500,000 retail merchants of the Western States have locked horns with the great catalogue houses of the continent in a conflict that, while bloodless, is destined to be none the less disastrous to one or the other of the combatants. As our readers know, the conflict between these two mighty interests has been in progress ever since the catalogue houses commenced to cut into the retail trade of the country.

Their marvellous progress has so seriously threatened the interests of thousands of small competitors throughout the West, that these have combined together. All are now fighting, as they say, for their lives. Not only are these two interests alone involved, but jobbers and manufacturers all over the country have been also drawn into this strenuous struggle.

At the present juncture the retail merchants are being guided by an association known as the Home Trade League of America. This organization will have the support of all the commercial affiliations in the states of Illinois, Wisconsin, Minnesota, Iowa, Michigan, Kansas, North and South Dakota, Missouri and others. The officers of these various bodies are in constant communication with officials of the League.

According to reports recently issued the following is the plan of campaign that will be adopted to aid the retail merchants in their competition with mail order concerns:—

First: Bringing pressure on manufacturers, jobbers and wholesalers generally to give merchants the same rates as are granted to mail order companies. It is contended that under present conditions certain of the above-mentioned grant lower prices to catalogue houses than to retailers, consequently the latter are compelled to sell goods at higher prices than the figures quoted by the mail order companies.

Second: Pressure will be brought to bear on the consumer by all pos-

sible means to persuade him to give local merchants a chance to figure on his order. An effort will be made to have every retailer submit orders which he intends for catalogue houses to the retail merchant in order that the latter may have an opportunity to show that he can supply the goods as cheaply as catalogue houses.

Third: Merchants are being requested to pledge themselves not to buy any goods from any wholesaler who sells to any catalogue house. The steps the League have already taken in this connection have resulted in many mercantile institutions refusing to sell to mail order companies.

Fourth: Appeals will be made to local pride and the loyalty of every community to uphold and support its local institution.

Fifth: Local merchants in many of the larger cities and towns are asked to organize excursions to their centres for the purpose of demonstrating and persuading buyers that they can supply goods just as cheaply as concerns doing business through the mail.

Sixth: All farmers who habitually purchase from catalogue houses will be refused all accommodation by the retail merchants of the country towns and villages.

From the foregoing, it is evident that the retail dealers, and merchants of the Western States are alive to their interests and prepared to put up a defensive and offensive campaign that will keep those doing business by mail on the qui vive for some time to come.

Western Shippers Before the Board of Railway Commissioners.

While in the West recently the Board of Railway Commissioners for Canada, represented by the Chairman of the Board, Mr. A. C. Killam, and Dr. James Mills, held a special session in Winnipeg in connection with many important railway matters. During this meeting the Winnipeg Jobbers' & Shippers' Association were given a hearing. They were represented by Mr. Isaac Campbell K.C., Mayor J. H. Ashdown, Mr. H. Anis, of the Marshall-Wells Co., and Mr. T. D. Robinson of Robinson & Sons. Mr. B. D. Wallace was present on behalf of the Prince Albert Board of Trade, Mr. H. W. Laird, represented the same organization for Regina, and Messrs. MacKenzie and Miller were present on behalf of the Manitoba Grain Growers' Association. The interests of the Canadian Pacific Railway Co., were looked after by Mr. J. G. Bury and Mr. J. A. M. Aikens, K.C., while Mr. Geo. Shaw and Mr. O. H. Clarke took care of those of the Canadian Northern Railway Company.

Mr. Campbell pleaded for three points. First that the Commission appoint a permanent officer to reside in the West for the purpose of investigating the equipment of and the services rendered by the railroads. Second, that attention be

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Incorporated,
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KENTUCKY

Single Disc, Double Disc, Shoe.

"Good as
Wheat in the
Mill."

Grain Drills

Interchangeable.



given to see that there was an equal distribution of cars and motive power through the West, and last that in fairness to shippers, as well as railways, a system of reciprocal demurrage be established. In relation to delayed shipments Mr. Campbell presented a number of illustrations of delay on the part of the railways since the beginning of May. Most of the cases submitted were on incoming freights from Toronto, Montreal and other points East. Mr. Campbell said an average of the cases he had gave the C. P. R. credit for hauling carloads at 84 miles per day and less than carload lots at 50 miles per day, while the C. N. R. hauled the former at the rate of 31 miles per day and the latter at 27 miles per day. He also gave numerous reports of delay in placing cars at warehouses in Winnipeg.

After hearing evidence in relation to this matter, the presiding official, Mr. Killam, asked that the Association furnish the railway companies and the Board with copies of their charges, in order to permit of the former having an opportunity of denying or admitting the charges made against them.

Continuing Mr. Campbell argued that the railways should be equipped to meet heavy emergencies, and that their equipment should be capable of taking out 65 per cent of the exportable crop before the close of navigation. This was essential if farmers were to meet the expenses of their business. Last year the C. P. R. only moved out about 41 per cent of the crop before navigation closed. Mr. Campbell contended that wheat was less valuable in April than in September. His statements were based on the

highest and lowest prices for these months during the past twenty-six years

Coming to question of reciprocal demurrage Mr. Campbell showed the necessity for such a law. It was the general opinion of business men throughout the West that such an arrangement would effectually remedy most of the existing evils. It was simply common fairness that the shipper should have equal protection with the carrier company. Reciprocal demurrage had the support of the majority of the business men in Western Canada, and it was a matter warranting the earnest attention and serious consideration of the Board.

Mayor J. H. Ashdown followed and practically substantiated what Mr. Campbell had said. He favored reciprocal demurrage and contended that railway officials should see that cars were sent forward. Messrs. Anis and Robertson followed and then Mr. Wallace spoke on behalf of the Prince Albert Board of Trade. His principal contention was in respect to the gravity of the situation last winter. His Board desired to prevent the duplication of this condition in the future, if possible, so far as tie-ups and railway blockades were concerned. He also was in favor of reciprocal demurrage. Mr. H. W. Laird, of Regina, was then introduced. He devoted his time principally to blockades etc., during last winter, and the fuel situation at that time. He scathingly denounced the action of the railways in confiscating coal at points in the West, especially

where there was a scarcity. Mr. Laird stated that the Board he represented was not as yet ready to accept the reciprocal demurrage proposition as outlined by the Winnipeg Jobbers' & Shippers' Association. It was something that required the very greatest care and consideration in order to prevent complications.

Messrs McKenzie, of Brandon, and Miller, of Boissevain, appearing on behalf of the Manitoba Grain Growers, laid stress on the great danger from the scarcity of fuel, and urged the commission to do everything possible to prevent the recurrence of such a condition. They argued that there was discrimination in the distribution of cars, that points where lines competed got more cars than did places where there was no competition between carriers. They complained of the unfilled orders for cars, and of the delay in filling them. In one case a farmer who ordered a car on October 3rd., did not get it until March 7th., while another who placed an order on October 13th., did not get the car until June 10th. If 60 per cent of the export wheat was not got out the year it was cut, farmers were compelled to borrow money, unless they had it ahead, to meet their expenses. They favored reciprocal demurrage but desired that it take effect seven days after order for car was placed with rail-

way company and to become effective 48 hours after car was loaded. This was necessary in order to make such a law of value to farmers.

Mr. Aikens replied on behalf of the C. P. R. The stand was taken that last winter was one of exceptional severity. More cars and motive power were required to meet the necessities of the fuel situation than was expected and consequently the grain shippers suffered to some extent. The argument was put forward that in previous years the grain was shipped in succession whereas last season farmers all wished to get their grain shipped at one time, the result being blockades. Mr. Aikens made excellent use of the fact that the whole traffic converging to Winnipeg was dependent on the single track between this city and Fort William. The C. P. R., in order to improve this condition, were now having a double line laid between these places. It was pointed out that there was no unwillingness on the part of the company to get cars out. The C. P. R. had all the rolling stock and motive power at the present time that could be handled on their present trackage.

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Not affected by Heat or Cold.
Highest Awards at Centennial, Paris
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The Lightest, Handiest, Cheapest,
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Order your wagons
without seats and
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us. By so doing you
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The Best Hand
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The most profitable to
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consumer. It's a pump
that pleases everybody.

It has double the capacity of any other Pump because it has Two Cylinders. You save 50% labor and 50% wear on your pump.

There is no rod inside the pipe to obstruct the flow of water or cause friction.

It will operate 50% easier than any other Pump, because one Rod will balance the other. A four year old child can operate this Pump in a 50 ft. well. For Durability it has no equal: the cylinders being seamless brass, the pipe and rods all galvanized, and—best of all—it has no STUFFING BOXES to wear out.

You can attach Hose, Windmill, or Gas Engine. It is a Fire Department in itself because it gives a continuous stream of water.

When in WINNIPEG don't fail to see this Pump

We want every Dealer to investigate.

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Parlin & Orendorff Canadian Plow Co.
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Despite the fact that huge appropriations for construction purposes had been made during the last three years, the company could not expend anything like the amount of appropriations owing to lack of available men to do the necessary work.

Relative to delays of cars between yards of delivering and receiving companies and shippers warehouses, Mr. Aikens said that it was difficult to give the cause off-hand but that the matter would be investigated. Direct repudiation was given to the statement of coal confiscation and Mr. Aikens said that the C. P. R. had given tens of thousands of tons of their own fuel to relieve the situation last winter, an action that cost them something like \$30,000 more than they would have been required to pay if burning their own fuel.

The C.P.R. officials would welcome the establishment of a permanent office of the Board in the West. Mr. Aikens emphatically refuted the statement that there was any discrimination on the part of the company in connection with car distribution.

Referring to reciprocal demurrage the C.P.R. counsel contended that the shipper was protected from any loss through unreasonable delay. Every shipper had recourse to law. The railway companies have no legal rights through the delay of cars by shippers and for that reason a system of demurrage was instituted to prevent loss. It was asserted that as conditions are at the present time they are eminently fair to both the shipper and the carrier company.

Mr. George Shaw, of the Canadian Northern Railway, addressed the Board briefly. He said that the bulk of the grievances aired were happenings of last winter. According to the testimony offered by a witness from an outside point there was no ground for complaint against the movement of freight on the lines of any of the companies at the present time. The assertion of discrimination in car distribution was not well founded and would bear investigation. Speaking of delay in switching Mr. Shaw ascribed it to the fault of the shippers themselves. Their tracks were frequently in use when the railroad people were ready to place cars ordered a short time before and consequently some delay occurred before they were spotted. Turning his attention to the matter of fuel supply Mr. Shaw stated that the

scarcity was largely the fault of the dealers who had failed to make adequate provision for their supply. Speaking of the various specific complaints laid before the Commission by the Winnipeg Jobbers' & Shippers' Association and the Manitoba Grain Growers' Association, Mr. Shaw stated that they would be investigated and reported on to the Board at the earliest date.

Replying to the delegation the Chairman, Mr. Killam, agreed it would be very valuable for the Board to have a representative resident in the West. The Commission, however, was yet in its infancy and many were disposed to regard it as a too expensive institution. Last year an engineer was appointed who had his residence in the West. The Board instructed that he should investigate accidents, but his other duties occupied his entire time and inspection of accidents had to be dropped by him. The Government, at the request of the Board, had appointed several additional inspectors of accidents, and also of rolling stock and motive power. These latter appointments were made in order that the equipment of the roads should conform to a standard insuring an efficient and speedy transportation service. Last winter an operating expert was appointed. His field was the whole Dominion but up to this time his entire attention has been devoted to matters in connection with conditions on Western roads. His services were urgently required in the East and it might mean that another expert operator would have to be appointed to look after Western troubles alone. The Board would carefully consider the suggestion.

Referring to the troubles of last winter the Chairman said that advices from the Board's experts attributed the bulk of it to the exceptional severity of the winter. Engines could not work up to their full efficiency as they could in ordinary weather but he thought that the railway companies could obviate trouble in that direction by having a larger supply of equipment for fighting the elements and of motive power, so that partly disabled engines could be laid up for repairs.

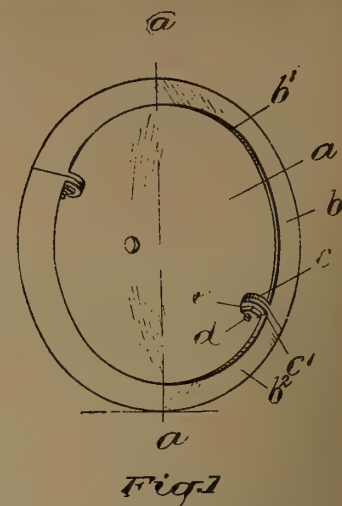
Mr. Killam, in connection with reciprocal demurrage, stated that it was being urged on the Commission by the Boards of Trade and business men all over Canada. So far the Board had never definitely committed itself either for or against it. In times past it would not have been fair to the railroad companies. As it is now the shipper has legal re-

course against the carrier company for any loss sustained through delay in transportation, while in lieu of legal rights the Company is permitted to levy a demurrage charge for delay on the part of the shipper. The question was one that entailed the most serious consideration and careful investigation. In the last few years this country had developed at a tremendous rate from a business standpoint. It had caught the railway companies unaware just as it had other industrial and commercial institutions, and for that reason he considered it would not be fair to enforce fines against them for their delinquencies as in the manner proposed. The Board had set an expert to investigate and advise as to the equipment of the several railways. If, after having advice of the Commission as to a standard of equipment insuring reasonable and satisfactory service, the railroad companies were not seized with their responsibilities, then it might be necessary to fall back on some system such as that proposed. In order to meet this contingency the Board had requested power from the Government to enforce a system of reciprocal demurrage against railway companies. The Chairman feared continuous disputes over small matters were a system of the kind in force. As to its operation his opinion was that it would require to be under the management of a car service bureau, independent of the control of the railways, and maintained from the demurrage charges. Expert advice was necessary to formulating some plan for carrying out such a system.

Referring to the distribution of cars the presiding officer admitted it was a serious question, but it would be impossible for the Commission to undertake the management of car distribution. The only thing at present was to thoroughly investigate any complaints made and make an earnest endeavor to find a remedy for the evil of unequal distribution.

Device For Sub-Surface Packing.

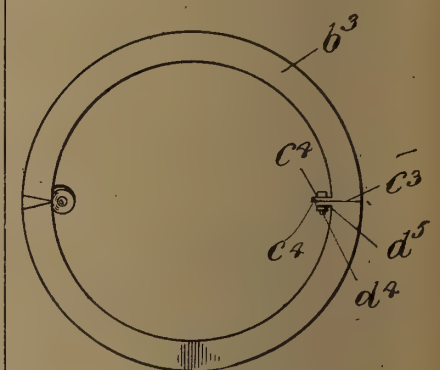
Mr. D. W. Warner, of Edmonton, while in Winnipeg recently gave us a call. Mr. Warner is the inventor of a device for attaching to the discs of disc harrows, to convert the latter into a sub-surface packer. This machine is designed for use in connection with the "Campbell dry farming system" of cultivation, which is becoming very popular in the semi-arid lands of Alberta.



The invention consists of a detachable rim, which may be fastened on the periphery of the discs of the ordinary disc harrow.

It is preferably V shaped, but may be constructed in various shapes for different purposes. The patents grant the inventor the right to have it made in two half circles, with lugs through which bolts are passed for fastening together, or in one piece with a break to permit of its being fitted over the edge of the discs. A crease is provided in the device to prevent dulling of the disc.

In operation the harrow has to be weighted in order to force the discs deep enough for the purpose for which they are intended. With



sufficient weight the device is forced down into the soil, where the downward and lateral pressure exerted causes the packing of the sub-surface soil and consequently conserves the moisture.

Mr. Warner interviewed a few of the manufacturers, regarding the making of his device, while in the city. He is very enthusiastic as to its ability to perform the work desired. He believes that the Campbell system of dry farming will bring into cultivation hundreds of thousands of acres of land that can be cultivated in no other way.

MOLINE PLOW COMPANY

MOLINE, ILLINOIS



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Henney Buggies. Mandt Wagons and Bob Sleighs.
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The "Hero" is the best grain separator on the market.
It excels in thoroughness of work and cleans oats from wheat perfectly.
Every machine is built of the best materials we can procure.
No other cleaner can compare with the "Hero" for reliability and efficiency.
It gives satisfaction to every user and brings new business to every seller.
If you want the grain separator trade of your district handle the "Hero."
Remember we protect you and give you the best machine of its kind offered the public.

Catalogues and full information on request.

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Weber Wagons



For
Easy Sales
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Quick Profits

The Weber Wagon has "made good" for 62 years. The improvements that have been made during these many years have prolonged the life and added strength and durability to such an extent that the Weber Wagon is universally acknowledged to be the best ironed and lightest running, the "King of All" farm wagons.

So thoroughly have the improvements on the Weber Wagons won the favor of farmers that the Weber construction has come to be the standard. This high standard is due to the fact that the

Weber Wagon is built to meet the approval of the farmer; in other words, the kind of wagon a farmer likes to buy.

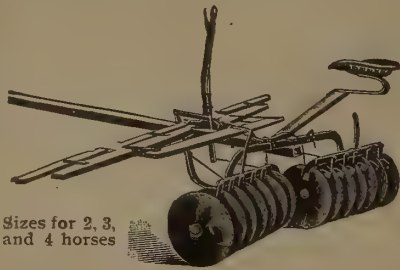
For this reason it is the wagon to handle. You will have a wagon that is easy to sell; in fact, one that practically sells itself, because when a farmer sees his neighbor driving a Weber he immediately gets one for himself.

The nearest blockman or general agent will be pleased to give you complete information relative to terms and territory.

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Sizes for 2, 3, and 4 horses

BISSELL The King of DISK HARROWS

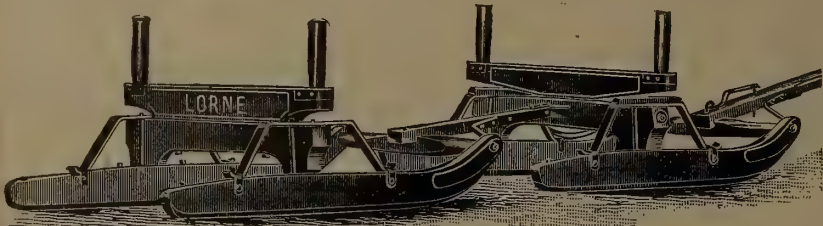
It takes to the Ground

"Bissell" Harrows have the essential parts all in the right relation and correct proportions. Wherever there is hard work to be done they take to the ground like a duck takes to water. The success of this Disk is a surprise and wonder to competitors and imitators.

THE "LORNE"

ALL SIZES

STEEL AND CAST SHOEING



Best Construction Most Evenly Balanced
Guaranteed Choicest Material Throughout.

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Winnipeg, Man.



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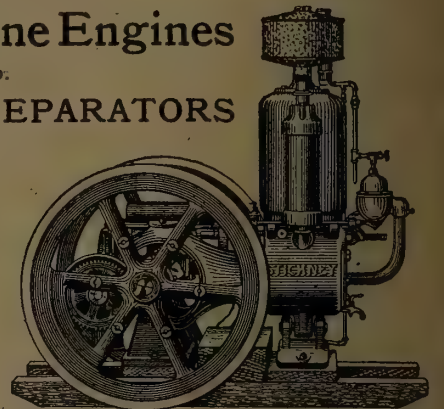
EMPIRE CREAM SEPARATORS

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FEED CUTTERS

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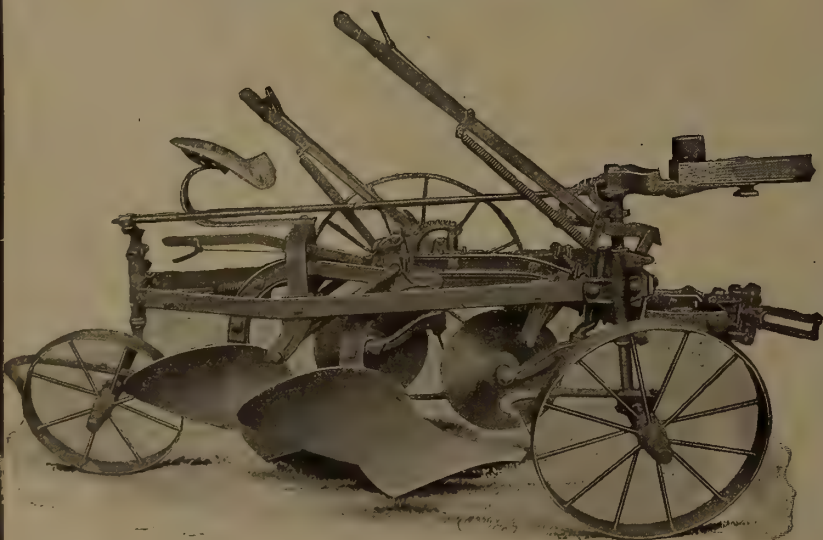


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WINNIPEG.

PARIS PLOWS

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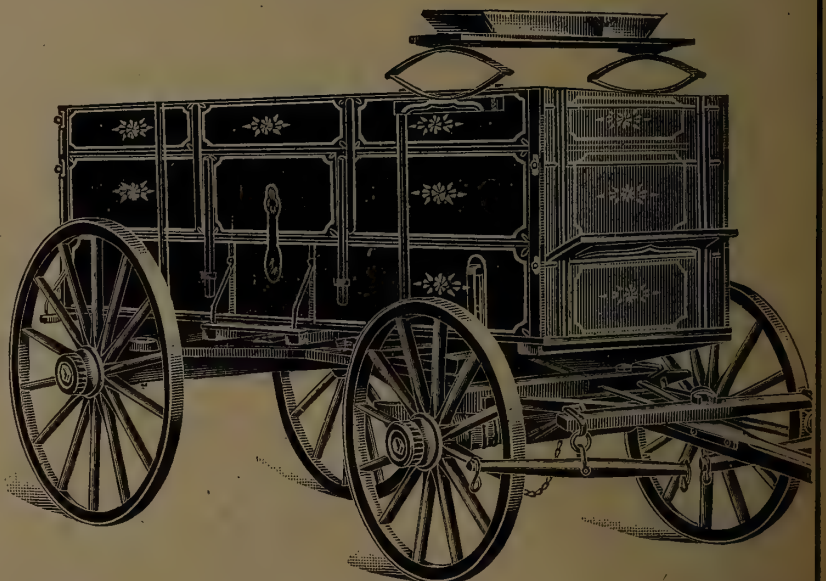
Strength, Simplicity of Construction, Cleaning Qualities and Lightness of Draft.

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"Wilkinson" Wagons have earned the reputation of being the lightest running wagons in Canada.

Manufactured from Butt cut timber of the highest quality, air-dried under cover in our own yards from three to five years.

Split spokes, genuine black birch hubs, scientifically treated and bone dry.

"The Light Running Wilkinson"

Write our Sole Representatives

The STEWART-NELSON CO. LTD., Winnipeg.

CANADIAN FARM IMPLEMENTS

Vol. VI, No. 4.

WINNIPEG, MAN., OCTOBER, 1907.

Fifty Cents Per Year Single Copies
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Union Bank Building, Winnipeg.

CAPITAL AUTHORIZED - \$4,000,000 CAPITAL PAID UP - \$3,000,000
RESERVE - \$1,500,000
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H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
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THIS TRADE MARK THE **Horse Shoe Brand**

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John Watson Mfg. Co.
LIMITED

WINNIPEG, MAN.

[Copy] Birch Hills, Sask., October 5th, 1907.
The Well Machine and Windmill Co., Winnipeg.
Dear Sirs,

The drill and gasoline engine arrived O.K., and the whole outfit is working fine. I have started several machines, and I think the **Austin No. 2** beats them all for fast and satisfactory work. The order enclosed I wish you would ship immediately, as we will need the pumps before they can get here. Send pumps fitted complete. We have a letter from the Government acknowledging the Bonus papers, and stating that the cheque for half cost was being drawn.

Yours truly,

(Sgd.) JAMIESON & SIMPSON.



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**GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
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Made in 8 different sizes, holding from 5 to 60 gallons—churning from 1/2 to 30 gallons Cream. Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish.

Latest and most improved. Tell your jobber you want the Puritan. Don't accept any substitute. Beautifully finished in Grained Oak, Royal Blue, or Carmine and Silver Aluminum.

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DAVID MAXWELL & SONS, St. Mary's, Ont.

PNEUMATIC STRAW CUTTERS

POWER REQUIRED, 12-Horsepower Engine.

CAPACITY, 4 to 7 tons of hay or straw per hour (practically unlimited) and will deliver anywhere in your barn without waste or handling.

LENGTH OF CUT, 1/2 in. to 4 in. and cut clean by tempered straight steel knives cutting against a steel-faced bar.

Seasoned hardwood frame. Heavy turned steel shafting. Malleable iron parts where extra strain. For 1907-8 Knife Wheel extra heavy, webbed between back of knife and fan arm, and steel tire shrunk on. Fan case, heavy steel top and bottom and heavy steel discharge spout.



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STEEL WHEELS

PULLEY SIDE WITH TOP COVER REMOVED

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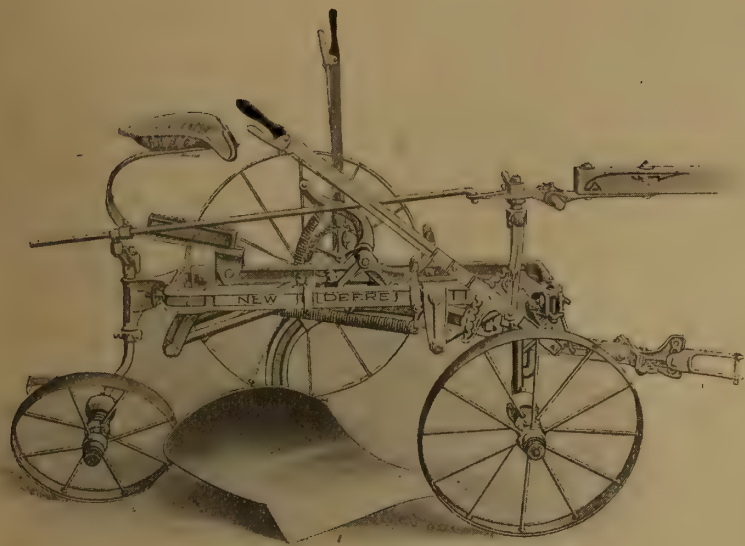
The STEWART-NELSON CO. LIMITED, Winnipeg, Man.

Or the Manufacturers

The WILKINSON PLOUGH CO. LIMITED, Toronto, Canada.

John Deere Sulkies and Gangs

THE WORLD'S STANDARD



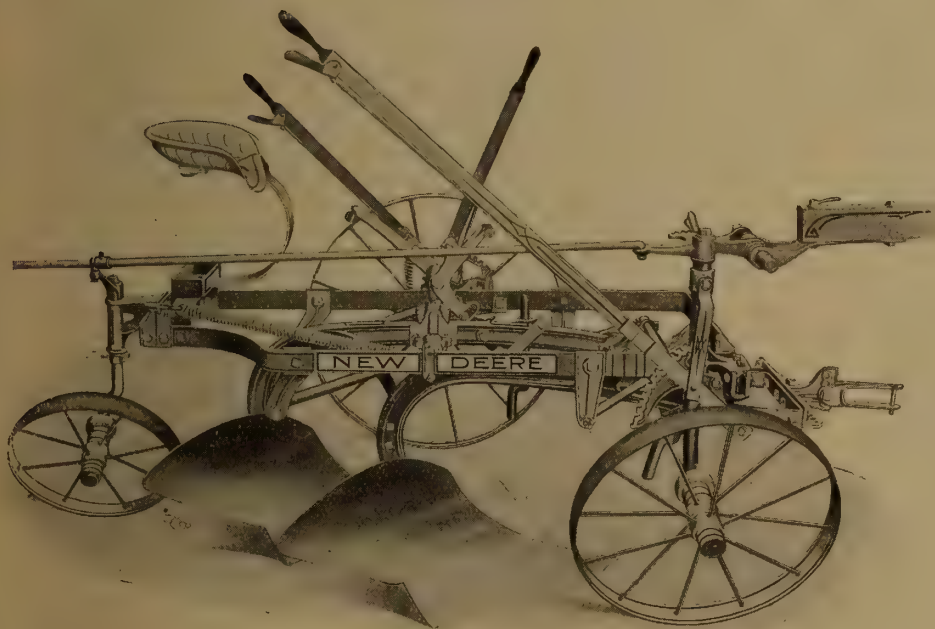
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Your Contracts

for

1908 Trade



A great many farmers have used John Deere Implements all their lives and call for them by name when they want to buy. More farmers know John Deere implements—understand that they are the best in the world—than are acquainted with any other make. These things being true, wouldn't a John Deere Agency be a valuable thing for you to have?

The two Plows we show above—the new Deere Sulky and Gang—are the highest possible grade, and will prove money makers if added to your line.

If you are convinced that success in the implement business is made by giving farmers goods that are "built strictly on honor" let us hear from you at once. We have a proposition that will interest you.

The Fairchild Company, Limited,

Regina

Winnipeg

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PROVIDE NOW FOR SUCCESS IN 1908

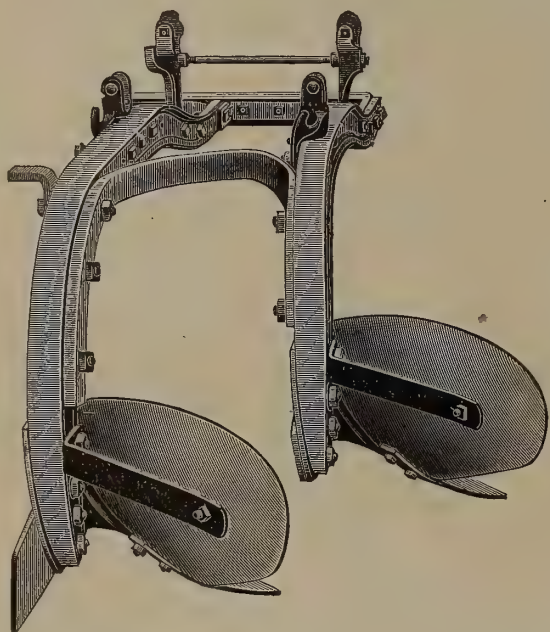
Secure the Cockshutt Contract.

Our full line of popular and easy selling Plows, Drills, Harrows, Wagons, Carriages and Windmills will put you on the ground floor for a successful year.

We illustrate herewith a few features of strength in our

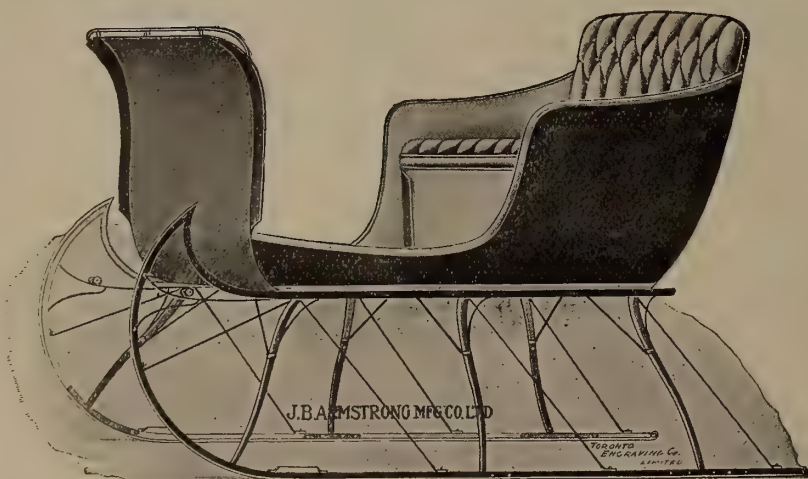
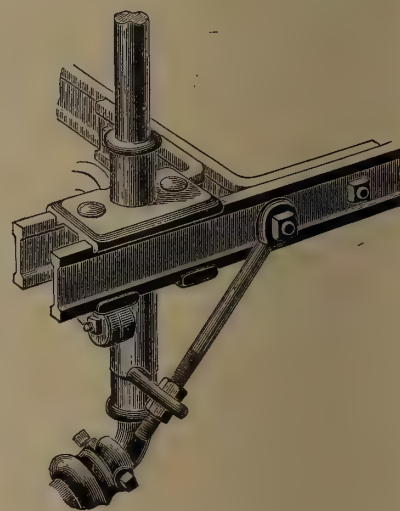
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"The Perfect Modern Plow"



Notice the heavy beams and brace which will bear any strain.

The frame throughout is of channel steel, giving the required strength with reasonable weight. Notice the strength and easy adjustment of the furrow wheel brace, and the strong attachment of the axle to the frame.



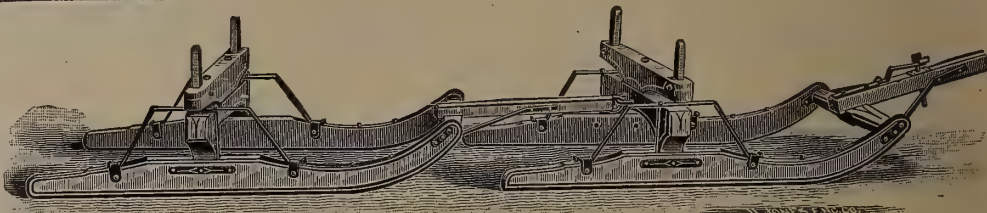
Armstrong's Light Driver, No. 31.

One of six beautiful designs added to our Cutter line this season.

Our 1908 Contract forms and prices are printed and we are ready to book Spring business. If interested write us and we will have one of our travellers call on you.

ADAMS' SLEIGHS

Made of, selected well-seasoned material; light running, evenly balanced, durable and reliable.



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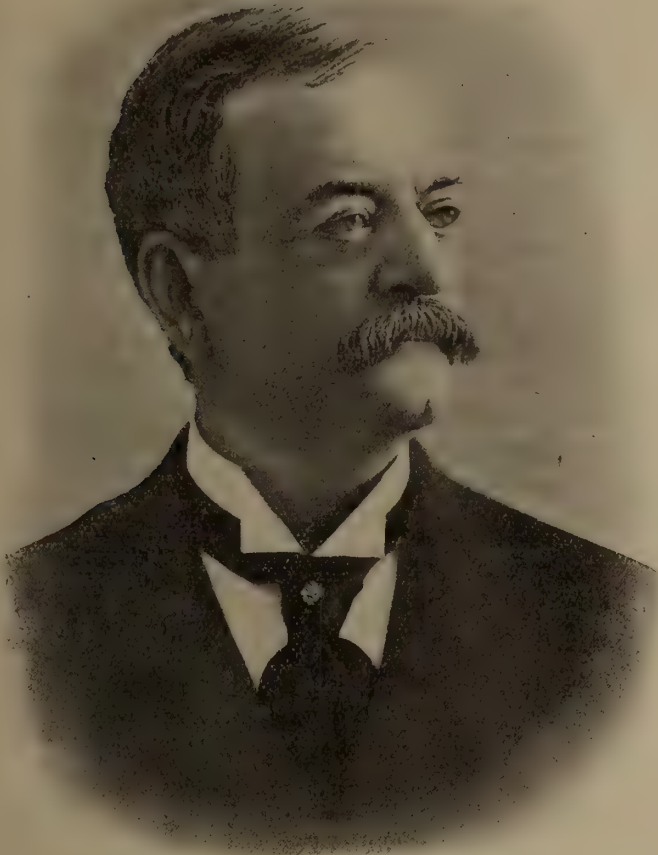
Calgary

CANADIAN FARM IMPLEMENTS

Vol. VI, No. 4.

WINNIPEG, MAN., OCTOBER, 1907.

SUBSCRIPTION PRICE } Per Copy, 5c.
Per Year, 50c



C. H. Deere,
President of Deere & Co., Moline, Ill., and President of the new
Canadian Company.

The Fairchild Co. Sells Out to Deere & Co.

On October 1st the Fairchild Co., Limited, of Winnipeg, Regina and Calgary, announced the disposal of their immense business to Deere & Company, of Moline, Ill., the well and widely-known plow manufacturers. The amount of money involved in the transaction is said to be in the neighborhood of \$700,000. The price included the good-will, real estate and merchandise of the company. The Fairchild Co. retain only their outstanding debts and these they will collect themselves. Though all arrangements are practically completed the actual transfer of the business will not take place until January 1st, 1908. It is the intention of the purchasers to become domesticated under Canadian laws. They will incorporate under Dominion charter, with a capital stock of \$1,000,-

000. Mr. H. W. Hutchinson, President and General Manager of the Fairchild Co., will become Managing Director of the new organization, which will operate under the firm name of the John Deere Plow Company.

This is one of the largest and most important transactions in the history of the Canadian implement trade, certainly the biggest and most prominent where an exclusively Western company is concerned. While the change may be a great surprise to the implement trade at large, the deal is one that has been pending for almost four years. It has long been the desire of Deere & Company to get in and control their own business in this territory. To own the major portion of stock in all companies handling their products has always been



H. W. Hutchinson,
President and General Manager of the Fairchild Co., who becomes
Managing Director of the New Company.

the avowed policy of this firm. Consequently the Fairchild people were approached on many occasions to sell out. This they consistently refused to do. During the past year the subject has been one of a number of conferences and much correspondence between the interests affected, with the result that the sale has been satisfactorily consummated.

With the termination of the Fairchild Co. at the New Year will come to an end the history of one of the greatest implement jobbing houses in Canada. The original enterprise, from which the present day organization evolved, was the formation of a partnership in October, 1877, between Messrs. H. S. Wesbrook and Frank A. Fairchild, the firm being known to the early settlers coming into this country as Wesbrook & Fairchild. For ten years this concern existed, by the end of which time it had grown to be

one of the leading commercial institutions of the West. On October 1st, 1887, the partnership was dissolved and a new organization formed. Mr. Wesbrook retired and the business was continued under the style of Frank A. Fairchild & Co. This was the first organization formed to do an implement jobbing business in Western Canada. With the increasing settlement of the country the trade of this firm made corresponding advancement, until in 1895 it was decided to form a joint stock company with a capital stock of \$100,000. This was completed on May 1st, when the firm became known as the Fairchild Co. At that time the officers were: Frank A. Fairchild, J. H. Fairchild, I. E. Fairchild, George E. Dixon, and H. W. Hutchinson. About three years after this formation Frank A. Fairchild died. His interests were acquired by Mr. H.

W. Hutchinson, Manager of the company, who became President and General Manager, in which position he has continued ever since. Mr. I. E. Fairchild then became Vice-President, a connection he still retains. The capitalization of the company was increased to \$200,000 and it has since been advanced to \$500,000, fully paid up.

The original quarters of the Westbrook & Fairchild Co. were on Market Street, and are now occupied by a tailoring establishment. Their next place of operation was on the corner of Princess Street and William Avenue, and when the Fairchild Co. was formed they carried on their business at their present address, 156 Princess Street. In 1902 they erected a splendid warehouse building on the corner of Sutherland Avenue and Derby Street. This consisted of four storeys and basement. In 1906 they further improved their storage facilities by adding a couple of floors to this building.

With their growing trade and the development of the West they found it necessary to establish branches in the different provinces. Accordingly one was opened in Calgary, Alta., four years ago. To-day it is under the charge of Mr. H. A. Dunn. About two years after this a branch was opened at Regina, for Saskatchewan, which to-day is in charge of Mr. H. H. Kohlman. Realizing the demand for more up-to-date quarters the company last spring came to a decision to

erect a warehouse and office building on their property on Princess Street, between William and Bannatyne Avenues. To-day this building is almost completed and is admitted to be one of the finest and most up-to-date structures for warehouse and office purposes in the city.

A short biography of the man who has been such a factor in the success of the Fairchild Co., and who becomes Managing Director of the new organization should not be amiss here. Mr. H. Wilber Hutchinson was born at Enniskillen, Ont., in 1862. His father was a country merchant. Mr. Hutchinson received his early education at the public schools and later graduated from Belleville College, Belleville, Ont. In 1882 he came West as a book-keeper for David Maxwell & Sons, of St. Mary's Ont., and the following year became Manager of their Western business. In 1888 he joined Frank A. Fairchild and became the executive head as well as Manager of the Company. When the transfer of interests to Deere & Co., takes place Mr. Hutchinson will have completed twenty-five years in the implement trade of the West.

When the formation of the Winnipeg Wholesale Implement Association was under consideration Mr. Hutchinson took an active interest in it, which has never flagged to this day. He was the first Secretary, an office he held for about two years, and subsequently became President. For several years he has been chair-

man of the Transportation Committee and his work in this connection has won for him the sincere admiration of his fellows. He has also taken a prominent part in Board of Trade affairs, and has occupied the President's chair, as well as several other important offices within its jurisdiction.

Discussing the recent transaction with Mr. Hutchinson he stated that there would be scarcely any noticeable change. Dealers would be doing business with the same people as in the past, except that the correspondence would be addressed John Deere Plow Co., and contracts would read in that name instead of the Fairchild Co.

It is significant to note that the lines carried by the Fairchild Co. to-day are the same as they have handled for from twenty to thirty years. Deere & Co., Deere & Mansur, Moline Wagon Co., all of Moline, Ill., and the Monitor Drill Co., of Minneapolis, Minn., have all been represented in this territory for three decades by the Fairchild interests, while the Canada Carriage Co., of Brockville, Ont., and J. Fleury's Sons, of Aurora, Ont., have been exclusively represented in Western Canada by this concern for a score of years.

"What do you consider were the chief element entering into the success of your company, Mr. Hutchinson," we asked. Without hesitation the answer came: "Good goods, carefulness in making promises, living up to all our

promises made and extending courteous treatment to all our customers. Our policy of continuity in the lines we handled, the improvements we suggested in the goods from time to time to make them more adaptable to the needs of this country, and the lines we constantly added when there was a ready sale for them, all these were of great value in building up our trade. Our relations with Deere & Co. have always been mutually satisfactory and we have never had any misunderstandings in the slightest respect. They desire to sell their own products under their own name, however, and having paid the price will take over the business.

"Through your publication I desire to say to the trade that they will find the John Deere Plow Co., built on the same broad gauge lines which has always characterized the Fairchild Co. in dealing with members of the implement fraternity. The new organization will continue the same staff of travellers and office assistants that we at present employ. It is their intention to make the showroom and office quarters in our new building the finest in Canada. The capital stock of the new company will be \$1,000,000, and I will continue for them in the capacity of Managing Director. Mr. C. H. Deere, President of Deere & Co., at Moline, will be President, and this will simply add another to the twenty-seven branches Deere & Company control throughout the world."

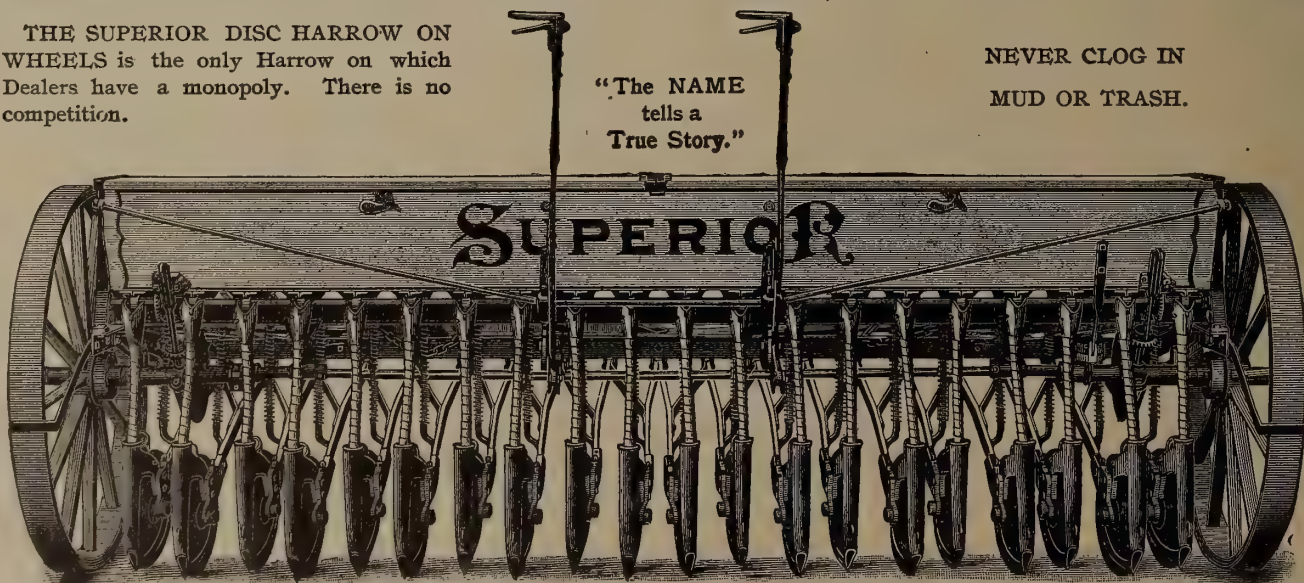
SUPERIOR GRAIN DRILLS

THE SUPERIOR DISC HARROW ON WHEELS is the only Harrow on which Dealers have a monopoly. There is no competition.

"The NAME
tells a
True Story."

NEVER CLOG IN
MUD OR TRASH.

We Manufacture
this Famous Drill
in Single Disc,
Double Disc and
Shoe Styles.



THE
SUPERIOR
AGENCY
ALWAYS
PAYS.

THE AMERICAN SEEDING-MACHINE CO., Incorporated,

WINNIPEG, MAN.

Map of Canada's Railway Construction.

About a month ago the Department of the Interior issued and distributed a map giving a general outline of the entire railway systems of Canada, including all main lines and branches. Each railway is marked in different colors and there are different markings for the sections in operation, sections under construction, sections for which tenders have been invited, and sections that are merely located. The numerous railway organizations indicated are the Canadian Pacific, the Canadian Northern, the Great Northern, the Michigan Central, the Grand Trunk Pacific, and the various roads owned by the Dominion and Ontario governments, and a few others of comparative insignificance. These give a total of 23,706 miles of railway in operation in Canada, of which the Canadian Pacific has 9,306, the Grand Trunk Pacific 3,708, the Canadian Northern, 3,946, the Dominion Government 1,715, and the Great Northern 470.

In addition there is a scale showing the difference in distances of prominent cities from Montreal, which are as follows: Halifax 756, St. John 481, Quebec 172, Toronto 353, Ottawa 111, Port Arthur 993, Winnipeg 1,424, Brandon 1,556, Prince Albert 1,965, Saskatoon 1,925, Edmonton 2,251, Regina 1,780, Calgary 2,264, Vancouver 2,905, and Lethbridge 2,186 miles.

It also gives a list of distances from Montreal and Halifax respectively to a number of ports: To Liverpool from the above ports, respectively, 2,760 and 2,485 geographical miles; to Glasgow, 2,693 and 2,408; to London, 3,241 and 2,719; to Southampton, 3,062 and 2,540; to Gibraltar 3,194 and 2,671; and to Cape Town, 7,108 and 6,425. From Churchill on Hudson's Bay, to Liverpool is 2,926 miles.

For many people the most interesting feature of the map will be the route of the National Transcontinental Railway as it has been definitely and finally located. The eastern division trends a little north of east from Winnipeg so as to pass to the north of Lake Nipigon; and then it takes a direction south of east, so as to pass north of but close to Lake Abitibi, until it reaches the upper part of the St. Maurice.

After crossing this it turns rapidly south to the north shore of the St. Lawrence, which it follows to the great bridge just west of the city of Quebec. From this point it runs parallel to the south shore of the St. Lawrence, almost equidistant from it and the boundary of Maine, till it reaches the St. John River, along which it runs by way of Edmundston to Grand Falls. Leaving the valley of the St. John at that point it crosses central New Brunswick by way of Chipman to Moncton. The line thus located turns out to be singularly close to the route forecasted when the railway was projected exactly four years ago. Near Lac Seul or Lonely Lake the branch line to Fort William leaves the eastern division. The distance from Moncton to Winnipeg is 1,853 miles, of which 395 are under construction, while tenders have been asked for 457 more. This is, of course, exclusive of the branch to Fort William.

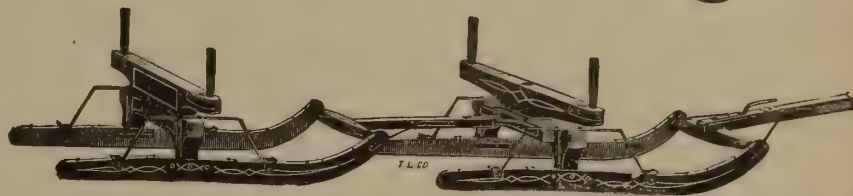
The length of the Western division from Winnipeg to Prince Rupert, on the Pacific Ocean, is 1,743 miles, making a total from Moncton of 3,596. There is under construction from Winnipeg to Edmonton a stretch of 789 miles, and the line has been definitely located from Edmonton to the coast, 954. The total mileage under construction along the whole Transcontinental main line is 1,128, and additional mileage for which tenders have been asked is 457.

The western division tracks slightly north of west from Winnipeg to the upper part of the Assiniboine River, and then runs more north-westerly by way of Saskatoon on the south branch of the Saskatchewan to Edmonton on the north branch. Thence it runs west to Jasper House, and soon leaves the valley of the Saskatchewan for that of the upper Fraser, which it follows northwesterly to the great bend. From the valley of the Nechaco, a branch of the Fraser, from the west, it passes over a low-water parting into the valley of the Skeena, near the mouth of which it terminates at Prince Rupert. It is interesting to note that it passes a little to the north of Fort George and Fort Fraser, and a good deal farther to the south of Fort St. James, which has been for three-quarters of a century the head-quarters of the Hudson's Bay Company in upper British Columbia.

GOOD SLEIGHING

is certain if using

Bain Bob Sleighs



BAIN SPELLS "RELIABILITY"

Our runners are reinforced by a piece of iron twenty inches long by two-and-a-half inches wide put on the centre of the runners to strengthen them in the part which carries the greatest strain. This makes the Bain a stiffer runner than any other on the market to-day.

The front benches on some sizes of our sleighs are reinforced, giving a bearing of 12 inches.

Our sleighs have a longer bearing than any other sleigh on the market to-day.

The rave irons are also reinforced with a piece of wood 21 inches by 2 inches, making

"THE BAIN"

A STRONG AND DURABLE SLEIGH.



Sold only by

MASSEY-HARRIS CO., LIMITED
WINNIPEG, REGINA, CALGARY.

**A
R
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Regina.

Mr. Geo. S. Hamilton, of Parlin & Orendorff Co., at Canton, Ill., was here a short time ago invoicing the stock of Wm. Johnston & Co., recently succeeded by the Parlin & Orendorff Canadian Plow Co. He also visited other Western points in the interests of his firm and left here to attend the State Fair at Springfield, Ill.

Mr. H. W. Hutchinson, President of the Fairchild Co., of Winnipeg, was here a few days ago on his way home from Calgary. He was accompanied by Mr. Storey, of the Canada Carriage Co., of Brockville, Ont.

Mr. C. H. Whitaker, Manager of the Manitoba Branch of the Massey-Harris Co., Winnipeg, and Mr. C. W. Hunt, Manager of the Alberta Branch of the same company, were in the city recently having a conference with the Saskatchewan representative of the firm, Mr. Geo. Forsyth.

The new warehouse for the Nichols & Shepard Co., on Broad Street, North, is almost completed. This company are making great preparation for a considerable increase in their trade in this territory next season. We have no hesitation in saying that this warehouse, when finished, will be one of the finest for the purpose in the West.

Several English firms manufacturing traction engines, etc., have had representatives through this province recently investigating conditions here. The last to visit were a Mr. Claude A. Lowe, representing Robey & Co., of Lincoln, Eng., and Mr. E. W. Spaulding, representing Ruston, Proctor & Co., of the same place. Both these gentlemen spent the summer in the Argentine Republic,

which they claim to have done considerable business in steam plowing engines. Mr. Lowe sailed from Montreal for England about the beginning of October, while Mr. Spaulding is going right through to the Coast.

Mr. E. A. Mott, Manager of the Cockshutt Plow Co., Winnipeg, was on a trip recently as far as Calgary. On his way he stopped off for a couple of days to visit the branch of his company at this point.

Mr. Frank Francis is opening an implement business at Asquith, Sask. This point is on the newly constructed C.P.R. branch west of Saskatoon.

Mr. Kenneard, of the implement firm of Pells & Kenneard, at Girvin, Sask., was a visitor to the capital a short time ago. He reports crops in his locality as very satisfactory considering conditions.

Regina's new hotels, the Wascana and the King's, appear to be a drawing card for visitors and many people travelling can make it convenient now to remain in this city for several days. Under past conditions everybody made an effort to arrive here in the morning and get out in the evening of the same day. The new conditions no doubt account for the large number of prominent implement men who have visited Regina lately.

Mr. J. E. Ruby, Manager of the Frost & Wood Co., Winnipeg, spent a day or two with Mr. P. Cooper, Manager of his firm's local branch, a short time ago.

Mr. H. D'Oguerre, implement dealer at Francis, Sask., was in town during the past month on business. He reports some damage from frost in his district but claims that there will be lots of

good wheat for market and on account of the high prices that grain is bringing he considers collections should be good.

Anderson & Webster is the name of a new firm just opened up in the implement business at Perdue, Sask., on the C. P. R. west of Saskatoon. Mr. Anderson was formerly with Mr. Jas. Smith at Qu'Appelle, and Mr. Webster was blacksmithing at Qu'Appelle.

Mr. R. Walker, representing the J. B. Armstrong Carriage Co., of Guelph, Ont., whose goods are handled by the Cockshutt Plow Co., in this territory, spent a few days in Saskatchewan recently in the interests of his firm.

The hum of the thresher is heard in the land and, while the returns in several localities will be somewhat disappointing, on the whole things are safe. Saskatchewan will return lots of good wheat and with the high prices prevailing there should be little difficulty on the part of members of the trade in securing settlement from their customers and clearing their obligations.

Since the harvest has been cut the demand for implements has increased somewhat and every day consignments of plows, wagons, etc., may be seen going out to the country points. As a general rule, however, dealers are not figuring on a very large demand this fall.

Mr. H. J. Ribble has been appointed in charge of the business of the Ontario Wind Engine and Pump Co. in the province of Saskatchewan, with head-quarters in this city.

"Difficulties are the best stimulant. Trouble is a tonic."

"Live competition will skin you alive if you don't fight."

Cream Separating Systems Compared.

With the invention of the hand cream separator and the discovery of the Babcock method of testing milk, came the revolutionizing of dairying methods. Each in its own sphere has settled a vital problem for the dairyman or farmer. The one has resulted in producing the most economical and satisfactory means of separating butter fat from the milk, while the other gave to the world the most perfect means of determining the actual amount of butter fat in milk. Either alone would have been of inestimable value to the dairy business; both have been the means of raising dairying from a work of drudgery and scant remuneration to one of the pleasantest and most profitable branches of agriculture.

In view of the achievements caused by this invention and discovery it is to be regretted that many are prone to follow the methods of the past, which have proven so wasteful, crude and irksome. For the benefit of the dealer handling a cream separator and, for the information of the member of the trade who is not and should be, we shall devote some space to a discussion of these methods and endeavor to show where the hand cream separator excels in quality of product produced and profit earned.

On all farms where cattle are kept for milking, some system of producing cream is in vogue. There are four methods by which this may be accomplished; viz., the shallow-pan, the deep-setting can, the water dilution, and the machine separation systems.

Of these systems the shallow-pan is credited by experts with

Sold
only
through
dealers

Omega Separator

The Separator That Makes Good and Stays Sold

You are interested above everything else in furnishing a separator to your customers that will work so well that you will never hear from it again.

Dealers who handle the Omega are never troubled with complaints.

Because it is so simple and so perfectly built, even inexperienced users have no trouble to "make it work."

The Omega has every other separator beaten on their talking points of clean skimming, easy cleaning and easy turning.

REMEMBER—Sold only to Dealers.

The Omega Separator Co., Lansing, Mich.

And no other separator compares with it in the ease with which you can take it apart and put together—stop bowl, take apart, clean and replace in three minutes.

No kit of tools needed, only a wrench.

Bowl has bearing both above and below.

Bowl drains itself, both milk and cream delivered at bottom.

Many Omegas have been working over fifteen years, and they are going all right yet.

Write for our proposition.

The Fairchild Co., Ltd., Winnipeg, Man.



being the most wasteful and, consequently, the most unprofitable. It consists in placing the milk in shallow pans or crocks, varying in depth from two to five inches, as soon as possible after the milk has been taken from the cow. It is then placed to cool quickly at a temperature of about sixty degrees and allowed to stand for many hours, at the end of which time a layer of rich yellow cream comes to the surface. It rises to the top because the gravity acts with less force upon the fat globules than upon the remainder of the milk. When this method is employed under the most favorable conditions about one-half to one and a half per cent of the butter fat is left in the skim milk, and even more than this remains when the skimming is carelessly done.

For a clearer demonstration of the loss farmers suffer by the shallow-pan system let us take the following example: A cow, providing she be of fair producing ability, will give about 4,000 pounds of milk annually. This should yield about 200 pounds of butter fat. Estimating butter fat to be worth 25 cents per pound, a low price in this country, we find a product worth \$50.00. In addition the skim milk is worth 20 cents per hundred pounds for feeding purposes, which, after deducting the amount

of butter fat from the total weight of milk, would leave a balance of \$7.60 per year as its value. Thus the total value of the cow's product for one year is \$57.60. With shallow-pan skimming there is a loss of from one-half to one and one-half per cent of butter fat, which is equivalent to about 40 pounds of butter fat, worth 25 cents per pound, or \$10.00 in all. Milk skimmed by this method is frequently tainted and sour, and worth about one-half its actual value as sweet skimmed milk, or \$3.84. As a consequence the farmer suffers a loss of about \$13.84 annually from each cow by following the shallow-pan system of skimming, to say nothing of the trouble and expense incurred in setting and cleaning the numerous utensils.

The deep-setting system consists in putting the new milk into large cans, from eight to ten inches in diameter and from twenty to twenty-four inches deep. Cooled to 55 degrees of temperature it must also stand for hours in order to permit the cream to rise. If this system is correctly carried out and the skimming is properly done, only from two-tenths to four-tenths of the butter fat is left in the milk. Carelessness in the skimming will greatly increase this loss of fat, of course. Experts state that the cream

The Empire Proves Its Claims

The cream separator of Quality—Quality in work and quality in construction—is the

Improved Frictionless Empire Cream Separator

In construction it is admittedly the simplest in principle. Its bowl is the lightest and turns the most easily. It is free of all complicated parts and is most easily washed. Its improved bearings make it as nearly absolutely frictionless as it is possible for a machine to be.

It is so well built and made of such good materials that it outlasts three or four ordinary separators, and very seldom needs repairs.

It gets *all* the cream and of the highest quality. In convenience, in economy and in satisfaction, it is emphatically the Separator of Quality.

We Prove These Things. We don't ask you to take mere "claims." We give you *proof*. Send today for our new catalogue. It is well worth your while to find out about the Empire.

Ontario Wind Engine and Pump Company, Ltd.,
Winnipeg, Manitoba,
Canada.

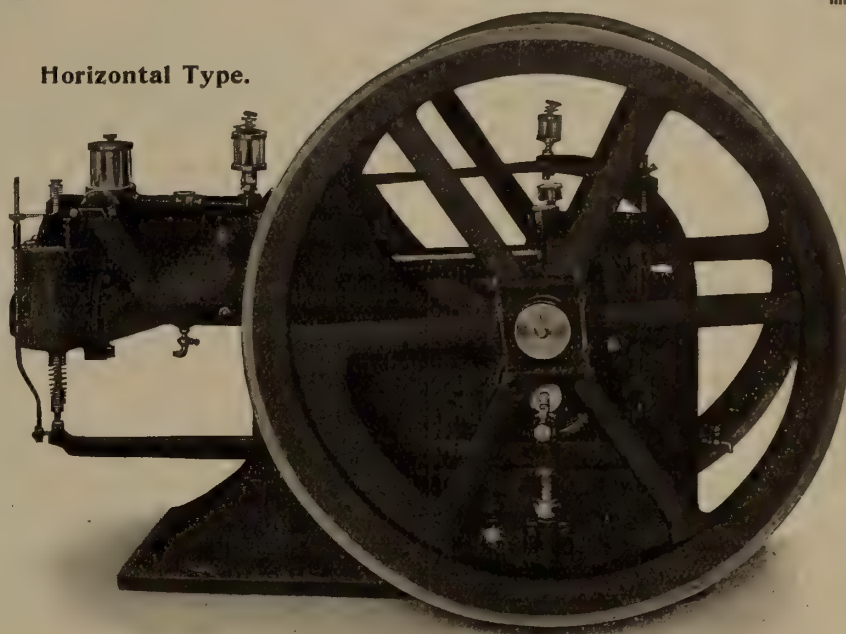


Brandon Gasoline Engines

win trade because of their

Proven Superiority.

Horizontal Type.



Under 5 h.p. made Vertical
Over 5 h.p. made Horizontal

Brandon Engines have proven their Superiority by reducing the amount of attention necessary to a minimum, in their saving of labor by always being ready for work and easily started, and in curtailing expense by their noted economy in fuel consumption.

Brandon Engines have proven their Efficiency and where reliability and durability are demanded these engines command the trade. Neat and compact in design, embodying strength and utility. Every engine thoroughly tested before leaving our works.

Some of our other Lines are :

Well Boring Machines. Grain Separators and Cleaners. Reversible Grain Grinders. Sawing Machines. Trip Hammers. Pile Drivers. Emery Wheel Stands. Iron and Wood Split Pulleys. Shaftings. Hangers and Couplings. Steel Blowers and Forges. General Machinery Supplies.

Send us your Orders. We will fill them promptly. Our goods will make money for you and give satisfaction to your customers.

Write to-day for Catalogues, Discounts, and Full Particulars.

Brandon Machine Works Co. Ltd.,

BRANDON, MAN.

while of a fair quality if every care has been exercised in its production, is inclined to thinness, containing only from eighteen to twenty per cent of butter fat, which for many purposes, make it undesirable. The deep-setting system, however, is admitted to be the most economical of all gravity methods. The product is better and the skim milk is more valuable for feeding purposes than that produced by either the shallow-pan or water-dilution systems. The waste of butter fat resulting from this method, however, makes it an objectionable one. If the milk contained four-tenths per cent of butter fat the loss to the farmer from the one cow would be equivalent to 16 lbs. of fat, which at 25 cents per pound would be \$4.00. In addition the skim milk would be reduced in feeding qualities and worth only two-thirds of its value when fed to young stock. Here would be a loss of one-third of the skim milk's value, or actually \$2.54, making a total loss of \$6.54.

While not the most wasteful in butter fat the water-dilution system of producing cream is the most undesirable and the one to be studiously avoided. This method requires the addition of from one quarter to one half water to the milk. Allowed to stand in cans for a few hours the cream rises to the top. These cans are fitted with

outlets at the bottom by which the skim milk may be drawn off and the cream left in the bottom of the can. The principle of this method is based upon the fact that gravity acts with greater rapidity on milk diluted with water, causing the globules of fat to rise to the surface more quickly. It leaves from four-tenths to one per cent of butter in the skimmed milk. In other words there is a loss of from 16 pounds to 40 pounds of butter, equal in value from \$4 to \$10 per cow. As a feed the skim milk is practically worthless, causing a loss per cow per year that will average not less than \$5, and nearly always the whole amount of the skim milk's valuation. From these statements the dealer can easily arrive at some definite idea of the actual loss farmers suffer through the employment of the old-fashioned methods of separating cream from milk.

The whole principle of milk separation is based on the action of the force of gravity. The other contents of milk are heavier than the fat globules it contains. Consequently gravity forces the heavier particles to the bottom and the butter rises to the surface. Under the methods of the past this operation was incompletely performed, and improved methods have rendered them unprofitable and undesirable.

The hand cream separator has solved the problem of speedily and thoroughly separating cream from milk. In centrifugal separation gravity is produced by artificial methods and acts horizontally instead of vertically as in the older systems. The principle is as follows: If you put a ball on the end of a string and then whirl it around the hand in a circle, you will discover there is a pull exerted through the string as though the ball was trying to get away. This is called centrifugal force and is the basic principle upon which the centrifugal separator operates.

As we said before the fat globules are lighter than the skimmed milk, consequently when the milk is placed in the rapidly revolving bowl of a modern cream separator, the heavier particles, that is the skimmed milk, go to the outside of the bowl, trying to get away, while the lighter particles, the butter fat flow to the centre of the bowl. The skim milk passes out through openings on the outer edge of the bowl and the cream through an opening in the centre.

By this method in a high-grade separator the milk is skimmed to a trace, the skim milk, when fresh, is a most desirable food for young stock, the farmer suffers no loss, and saves time and labor in the operation and cleaning of the machine.

Now notice these figures. The shallow-pan system of skimming costs a farmer \$13.84 per cow per year by loss of butter fat and impaired quality of skim milk for feeding purposes. The deep-setting can method is not as unprofitable. Using it the farmer would only lose \$6.54 per cow per year, if he were careful to skim the milk as thoroughly as possible and to feed it before it becomes tainted and soured. By operating the water-dilution plan the farmer has an average loss of about \$10 per cow per year, in butter fat and skim milk alone.

By using the hand cream separator the farmer has a machine that not only does the work much better but much more economically and profitably. With these facts and figures before him, the dealer can easily prove his claims for separator superiority.

Added a New Line.

The Canadian Fairbanks Co., of this city, have added to their already large line of goods the exclusive sales agency in Manitoba, Saskatchewan and Western Ontario, the Sparta line of well drilling machinery, made by the Sparta Iron Works, of Sparta, Wis. They will carry a large stock of all styles of machines at their warehouse here, and will be able to make prompt shipments at all times. Dealers desiring catalogues may obtain same upon application.

MONITOR DRILLS

HERE WE ARE AGAIN.

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Since we overcame all difficulty with our DOUBLE DISCS, they have given excellent satisfaction and the demand for them is great. Our SINGLE DISC has no equal.

Our catalogue No. 62 describes all machines in full. Ask for it of



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GOOD GOODS

THE FAIRCHILD CO. LTD.
WINNIPEG REGINA CALGARY

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MINNEAPOLIS, MINN. U. S. A.

MOLINE PLOW COMPANY

MOLINE, ILLINOIS



Makers of The Famous Moline Plows and Other Flying Dutchman Farm Tools.
Henney Buggies. Mandt Wagons and Bob Sleighs.
Light Running National Manure Spreader.
Jobbers of Success Grain Drills and Success Hay Tools.

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Minnesota Moline Plow Co. - Minneapolis, Minn.	Western Moline Plow Co. - Salt Lake City, Utah	Dakota Moline Plow Co. - Sioux Falls, S.D.
Texas Moline Plow Co. - Dallas, Texas	Colorado Moline Plow Co. - Denver, Colorado	Oregon Moline Plow Co. - Portland, Oregon
Missouri Moline Plow Co. - St. Louis, Mo.	Canadian Moline Plow Co. Winnipeg, Man.	

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"Hero" Grain Separators

are sold to the Trade only.

The "Hero" is the best grain separator on the market.
It excels in thoroughness of work and cleans oats from wheat perfectly.
Every machine is built of the best materials we can procure.
No other cleaner can compare with the "Hero" for reliability and efficiency.
It gives satisfaction to every user and brings new business to every seller.
If you want the grain separator trade of your district handle the "Hero."
Remember we protect you and give you the best machine of its kind offered the public.

Catalogues and full information on request.

HERO MANUFACTURING CO. Ltd., Winnipeg



Mount Forest Carriage Co.'s 1908 CUTTERS and CARRIAGES are

**STRONG
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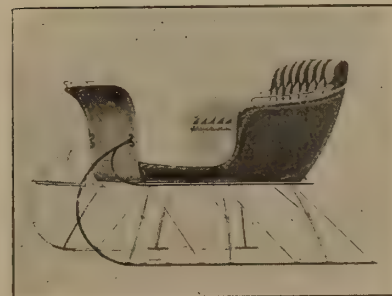


No. 20

One of our 52 styles of buggies and carriages.



No. 90—"Solid Comfort"



Pony Cutter.

A couple of our 27 styles of cutters and pleasure sleighs.

They are Built Right.
They will stay Right.
Every one sold sells Another.

Prices Right
Better Get in Line.

Western
Representative

A. C. McRAE, Winnipeg.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by

Canadian Farm Implements, Ltd.

F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, CANADA
Telephone 518

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solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

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WINNIPEG, CANADA.

OCTOBER, 1907.

Where Is the Money?

According to recent reports twelve out of the thirty-five chartered banks, that report to the Dominion Government, have the sum of \$84,352,511 loaned to outside countries; principally to the United States.

In view of the present money stringency existing throughout the country this is a significant state of affairs; especially on first appearances. When the total foreign loans of one-third the chartered banks of Canada reach such tremendous figures as those given above it will be admitted that the situation at least warrants attention and possibly explanation.

In some quarters the banks are being charged with a desire to secure the higher rates of interest paid by foreign borrowers to the detriment of home development. Many are prone to accuse them of practising what has been termed "financial starvation," while others point to concerted action on the part of financial institutions to send money out of the country.

It is claimed in defence that the banks have not acted as the implications aver. The money has been sent out of the country because it

can be placed on call in the big financial centres, and realized upon whenever necessary. The idea of higher interest being the attraction is repudiated and "financial starvation" is laughed at among financiers as an utter absurdity.

Notwithstanding the pros and cons of the situation, the matter that concerns the Canadian people at the present time is the fact that the money is not here where it is wanted the most. If the money is not placed with foreign borrowers because of higher rates of interest but because of its being under immediate call, how comes it that the present stringency continues.

If there is not an understanding among bankers why do all so assiduously refuse loans on what were considered "gilt-edge" securities a year ago? If "financial starvation" is not being practiced why does the money hunger continue to grow and increase all over the country? These are questions the people engaged in commercial and industrial enterprises in this Dominion are interested in.

While financial institutions have perfect freedom in granting loans, providing they act according to government regulations and are thoroughly satisfied as to the value of the security offered, nevertheless they must not forget that their wealth is the product of the people of this country and that they (the people) have first claims upon them. The very fact that the money held by the banks has not been available when required has resulted in a financial drain on the country, in crippling domestic conditions and in retarding development. Canada and Canadians need money and conditions demand it. Canadian banks are expected to supply it.

The Dealer's Responsibility.

Practically no change is recorded in the financial situation in the West since our last issue. Scarcity of money still prevails, and the immediate prospects for a reversal of this condition are not bright. The only enterprises able to get cash are those in which the banks are deeply involved. Rather than see such companies forced to a suspension, which would mean heavy losses to themselves, these institutions have been compelled to loosen their purse strings in order to tide such concerns over their temporary embarrassments.

It is almost impossible to secure any accommodation for the operation and development of new organizations, even when of the most conservative kind, or for the expansion of old and tried businesses.

The industrial and commercial worlds are urgently in need of funds. Consequently they are looking to their outstanding credits for it. Already considerable October paper has matured. Of what has been already sent out, the larger proportion of it has been returned unpaid. The fact that the grain has not been marketed owing to the lateness of the season is ascribed as the cause for this condition. Some Manitoba obligations have been met, very few in Alberta and yet fewer in Saskatchewan. Better things are expected just so soon as farmers are able to get their grain out.

In their own interests this year dealers will be compelled to get settlements. We know that it is just as impossible to get blood from a stone as to get full payment of all debts this season. Nevertheless every dealer should aim at this result. Some farmers, who have suffered through crop failures, will require to be dealt with leniently. It will be incumbent that they have extensions of time. Other farmers, not entitled to it, may strive to secure similar concessions. Every dealer should be a unit in his policy in such cases.

Every farmer who can pay should be made to pay this year. He should be gone after early and stayed with persistently until he settles. We believe in giving every man a "square deal," but we believe that the only way to secure a square deal is to expect every man to live up to his obligations at the time appointed. If misfortune has been the farmer's lot, and the dealer is aware of his condition and knows the facts, his course of action must depend on his judgment. Otherwise he should secure settlements.

Dealers have a great responsibility in the matter of collections this year. On them manufacturers and jobbers are practically dependent for money. Will they live up to their responsibilities? We are led to believe the retail trade are fully cognizant of prevalent conditions in the worlds of finance, industry and commerce, and will put forth a supreme effort this season to meet their obligations.

Railway Facilities and Future Crops.

*Are railway facilities in Western Canada developing at a rate commensurate with the rapid expansion and increased production of the country? Are the large advances being made along this line sufficient to warrant public confidence in the abilities of the different companies to move future crops expeditiously? These are queries of more than ordinary import to the people of the great prairie provinces, but in the present hurry and rush of life they are apt to be underestimated or overlooked.

As is well-known the burden of hauling last season's crop fell entirely on the shoulders of two railroads; viz., the Canadian Pacific Railway and the Canadian Northern Railway. The entire crop of wheat totalled about 90,000,000 bushels. From the first of September, 1906, until the close of navigation only 21,600,000 bushels of this cereal had reached the terminals at Port Arthur and Fort William. Experts consider that sixty per cent of the export wheat should be shipped before the close of the navigation season. Instead of that a little over twenty per cent was sent out, while about 6,000,000 bushels of the crop were still in the lake elevators on the first of August of the present season. It is estimated that 70,000 cars were required by the railroads to move this crop alone, and how they accomplished the task is too sorry a story to require repetition here.

Looking into the future we mark the completion of the Grand Trunk Pacific Railway, the final construction of many branch lines the Canadian Pacific Railway now have in progress, the termination of many ramifications of the Canadian Northern Railway and the finish of numerous offshoots of the Hill system. When these are completed will the day of grain blockades, delays, tie-ups, etc., be at an end? Many consider the development of railways is not keeping pace with national progress in the growth of grain production. They consider that there will not be perfect satisfaction in shipping until the Hudson Bay Route is an actuality, while others aver that in the Georgian Bay Canal scheme lies the solution of the problem of the rapid, undelayed movement of grain.

Three years from now, in 1910, the West should be producing a total grain crop of at least 300,000,000 bushels, of which at least one-half should be wheat. This is not an extravagant estimate. With the large number of homesteads being taken up, the increased acreage coming under cultivation each year, a crop of 300,000,000 bushels is not a dream. With a crop such as this, and with several thousand more miles of railway in operation, will there be any difficulty in getting the crop marketed? Probably, with the Dominion Railway Commission behind the scenes compelling the railways to have an equipment insuring rapid and efficient service, the troubles of the past will have become but a memory.

Will Test Grain Free.

The Seed Branch of the Dominion Department of Agriculture will be pleased to test all samples of grain sent to them as to germination qualities, etc. Such was the information recently received from Mr. E. D. Eddy, Manitoba Representative of the Seed Branch. He requested us to bring this matter to the attention of the implement dealers of the West that they in turn might bring it to the notice of the farmers. This invitation has particular reference to oats, though all grains are included. Oats, as our readers are doubtless well aware, will stand much frost without their appearance or feeding qualities being greatly impaired, whereas their power of germination is practically destroyed. In view of the large area of frosted grain this year it is especially necessary that farmers who are saving oats for seed, should be fully posted as to its ability to reproduce. Samples submitted should contain a couple of ounces. It may be sent to the office of the Seed Commissioner, Department of Agriculture, Ottawa, Ont., free of charge. Accompanying it should be details as to variety, number of bushels produced to the acre, name of grower and post office address.

Farmers who have had oats come to maturity without frosting are in a fortunate position, and we see experts advise that they hold it for seed.

"Most of the trouble we worry about never happens."

Write Us.

Again would we remind the implement fraternity, including dealers, travelling salesmen, jobbers and manufacturers that our columns are always open for discussion on all subjects of general interest to the trade at large. Let us hear from you.

Opened Saskatchewan Office.

Mr. J. M. Reid, manager of the Ontario Wind Engine & Pump Co., informs us that owing to the rapid expansion of their business in Saskatchewan, and in order to comply with the Lien Law passed at the last session of the Saskatchewan Legislature, they have opened an office at 2215 South Railway Street, Regina. This will be in charge of Mr. H. J. Ribble, the company's representative in that territory. He also asked us to notify the trade that their 1907-8 price list and discount sheet has just been issued and is ready for distribution. This list became effective October 1st., and covers their complete line.

New Manager Appointed.

Mr. W. M. Fulton is the name of the gentleman who has been appointed to succeed Mr. J. W. Thompson as manager of the Brandon Machine Works Co., of Brandon, Man. Mr. Fulton has had many years experience in connection with malleable iron range construction. For the past two years he has been in charge of the Canadian business of the American Malleable Iron Range Co., of South Bend, Ind., whose headquarters have been in Brandon, Man. Mr. Fulton goes to the Brandon Machine Works Co., with a high reputation as to business qualifications and ability and feels confident of continuing the success already achieved by this company. We wish him all prosperity in his new sphere.

Do It Now.

How about your letter to the Board of Railway Commissioners regarding express rates. Don't forget to emphasize the fact that rates in the West are altogether too high and that a classification should be provided for such things as castings, etc. Your letter should reach Ottawa before October 30th.

Personals.

It is reported that G. Galbraith has opened up as a carriage maker at Asquith, Sask.

Mr. James Hewitt is the name of a new implement dealer who has just started up at Cochrane, Alta.

The Union Supply Co., of Rosethorn, Sask., recently disposed of their implement and vehicle business to a firm known as Lemky & Andres.

Messrs. Hames & Carley, who have been engaged in the implement and livery business at Oxbow, Sask., recently sold out the latter.

Report has it that Mr. G. L. Vrooman, who owns an implement and hardware business at Lethbridge, Alta., has sold out the latter.

Mr. Geo. Burnett, who owned an agricultural, implement and vehicle business at Elm Creek, Man., recently sold out to Mr. Joseph Sparling.

Naismith Bros., of Heward, Sask., recently dissolved partnership. Mr. Lawrence Naismith is retiring. The business will be continued by Messrs. T. A. and A. D. Naismith.

Mr. Thomas Wadge, manager of the Hero Mfg. Co., of this city, has just returned home after a ten days' visit to the Twin Cities. He was accompanied by Mrs. Wadge, and reports a very pleasant trip.

Mr. John Stevens, President and Manager of the John Stevens Co., who handle Rock Island plows, Greer buggies, plumbers' supplies, etc., recently made a trip West to Portage la Prairie and several other Manitoba points.

Mr. Isaac Wood, who has been connected with the travelling staff of the Melotte Separator Co. here for the past six years, and who is widely and favorably known to members of the trade, has been appointed representative of the company for the province of Saskatchewan, and will take up his permanent residence in Regina. Here he will be succeeded by Mr. J. W. Kennedy, who will look after the Northern Manitoba territory for the company. Mr. Kennedy has been with this firm for several months past, previous to which he was in the employ of the Crawford Implement Co., of Neepawa, Man. We wish these gentlemen every success in their new territory.

The Western Iron Works Co. have just made application to have their capitalization raised from \$400,000 to \$300,000. They also request several additions to their charter.

Mr. George Thompson, of the travelling staff of the International Harvester Co., in Northern Manitoba, with headquarters at Dauphin, was in the city recently. Mr. Thompson was bound East to visit his home in Ontario.

Mr. John Harold, President and General Manager of the Paris Plow Co., of Paris, Ont., and who has been visiting their Western branch here, recently made a trip through Southern Manitoba and Southeastern Saskatchewan. He stopped at Brandon and Regina on this trip.

Mr. W. Antliff, Manager of the Melotte Cream Separator Co., returned to the city a short time ago from a trip to Eastern points, including Toronto, Hamilton and Brantford. While at the latter place he concluded arrangements to handle the Brantford line of ready roofing, made by the Brantford Roofing Co. Returning, he stopped off at Lansing, Mich., and contracted for exclusive sale in this territory for the Ideal engine, made by the Ideal Motor Co., of that city. This is a 1½ h.p. water-cooled engine for pumping and cream separator operation. During his absence Mr. Antliff took in the Toronto Exhibition and reports it a splendid institution, of which Canadians have great reason to feel proud.

Mr. P. W. L. Briar, Secretary-Treasurer of the Stewart-Nelson Co., of Winnipeg, returned about ten days ago from a trip down through the Arcola and Estevan districts. On his arrival home he informed us in no uncertain terms that he was an optimist. The result of his trip has removed any doubt from his mind as to the ultimate outcome of the harvest. He felt that, in view of the very unsatisfactory season, the crop had come to maturity in excellent shape. Threshing was in full swing in the districts he visited and a fine sample of grain was being turned out. Despite the gloomy forebodings of some and the pessimistic reports of others, Mr. Briar is confident that the crop will give the farmers excellent returns. He stated trade conditions were fairly good, with prospects for excellent sales in winter lines.

Martin & Hedges have opened in the implement and vehicle business at Rounthwaite, Man.

A new concern, known as the Alberta Threshing Co., recently commenced business at McLeod, Alta.

The Ideal Fence Co., of this city, recently made application to have their capital stock increased from \$100,000 to \$200,000.

Mr. A. B. McLeod, of the firm of McLeod & Hanley, Brandon, Man., was in this city for a couple of days during the past month.

Mr. C. A. Paul, of the Havana Metal Wheel Co., of Havana, Ill., was up in this territory on a business trip a short time ago.

Mr. J. J. Bugee, Manager of the Canadian Moline Plow Co., of this city, recently spent a few days at the factory of his company at Moline, Ill.

The firm of Dickson & Co., implement dealers at Bannerman, Man., recently sold out their general store and implement business to Mr. H. Davis.

Mr. A. E. Hart, of Moosomin, Sask., was in town on business for a few days during September. He had very little to say relative to crop and trade conditions.

Mr. C. W. Levis, who for the past two years has occupied the position of special representative for the David Bradley Mfg. Co.,

of Bradley, Ill., was recently appointed manager of the Sales Division of Bradley, Clark & Co., at Minneapolis, Minn. He entered on his new duties October 1st.

Mr. H. W. Hutchinson, President and General Manager of the Fairchild Co., accompanied by Mr. T. J. Storey, Superintendent of the Canada Carriage Co., of Brockville, Ont., recently made a tour of many principal points along the main line, as far West as Calgary.

Mr. H. W. Knauss, Auditor of the Parlin & Orendorff Co., at Canton, Ill., was in town for the best part of last month, auditing the books of the Parlin & Orendorff Canadian Plow Co., and settling other matters in connection with the transfer from the late Wm. Johnston Co.

The John Deere Plow Co., of Portland, Ore., have just placed contracts for the erection of a new building. This will be erected at a cost of \$100,000. The company have also decided to build new quarters for their branch at Omaha, Neb. The outlay for this structure will be in the neighborhood of \$400,000.

Mr. A. E. Drennan, Western representative of the Sharples Separator Co., of Toronto, who has his headquarters at Brandon, Man., was in the city for a couple

of days recently on his return from a trip East. While away, Mr. Drennan visited Chatham, Hamilton and Toronto. He reports business a little quiet, but stated that prospects were improving right along. His trip occupied about a month.

Rumor in certain implement circles is to the effect that a new company has been organized to take over the business formerly conducted by B. Bell & Sons, at St. George, Ont. It is stated the plant will resume operations almost immediately and that Mr. Frank Bell, former manager of the old firm, will occupy a similar position for the new company. Mr. James Bell, who represented the late company in this territory, had just returned from a visit to St. George. Interviewed as to the object of his trip or confirmation of the foregoing rumor, he stated he had nothing to say for publication at the present time. He reported continued stringency in the Eastern money market, but that business men generally were very sanguine as to the ultimate outcome. He had a splendid trip and thoroughly enjoyed it.

Mr. J. E. Ruby, General Manager of Frost & Wood here, recently returned from a visit to points in the West. During his absence he called on Mr. P. Coop-

er and Mr. J. P. Minhinnick, agents for his company at Regina, Sask., and Calgary, Alta., respectively. Speaking of trade conditions, Mr. Ruby said sales in the harvester lines this season were very satisfactory compared with last year. The greatest reduction in the volume of business done was in Saskatchewan. While business in other lines was not exceptionally brisk at the present time, people were optimistic. Asked as to crop conditions in the Western provinces, Mr. Ruby had no statement to make, save that the reports received were most conflicting. He was well satisfied with the result of his visit.

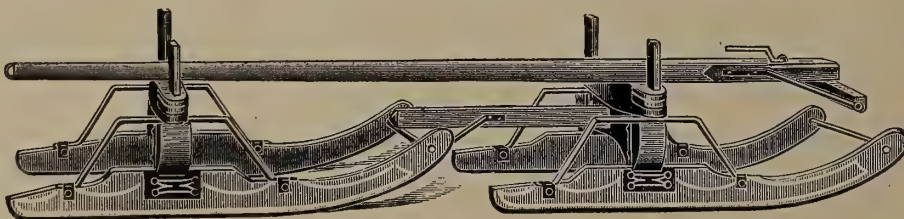
Some International Changes.

Mr. L. C. Hazlett, formerly Manager of the International Harvester Co. here, and who was transferred to St. Cloud, Minn., has been appointed general agent at Grand Forks, N.D. He will be succeeded at St. Cloud by Mr. H. T. Crawford, of Melbourne, Australia, and he will succeed Mr. J. F. Jones at Grand Forks. Mr. Jones goes to Chicago to become chief traveller for Canada in succession to Mr. A. E. McKinstry, who has recently been appointed superintendent of the company's works at Hamilton, Ont. These changes went into effect October 10th.

Have you ever thought anything more about the formation of a retail implement dealers' association for Western Canada? Let us have your views.

FAIRCHILD FARM SLEIGHS

ARE BIG BUSINESS BUILDERS



Made in Three Sizes: 2", 2½" and 3" Runners with Steel Shoes and 2" and 2½" Runners with Cast Shoes.

Our Logging Sleigh is made with 3" Steel Shoes, 5 foot Bolsters and heavy Cross Chains.

These Sleighs are built right and made from A.1 Material.

We have a Large Stock and can Ship Promptly.

THE FAIRCHILD COMPANY, LIMITED,

WINNIPEG REGINA CALGARY

FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO. FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents, WINNIPEG, MANITOBA.

The Feeding Problem and Straw Cutters.

All over Canada the feeding of horses and cattle during the approaching winter is recognized as an important and serious consideration. This is due to the exceptionally poor feed crop in both the Western and Eastern provinces. More than half the men who have stock to care for are at present figuring closely on the problem of what to feed, where to get it, and probable cost. The scarcity of feeding stuffs has already become apparent in the advanced prices of all kinds of farm produce. The stock raiser who has not had an exceptionally large acreage in hay this year will be compelled to buy it at outside markets at an almost prohibitive price or to feed something else.

For the past twelve years the Wilkinson Plough Co., of Toronto, Ont., who are represented in Western Canada by the Stewart-Nelson Co., of Winnipeg, have been producing a pneumatic straw cutter. In a recent letter to us regarding this machine the Manager of the company says: "The demand so far this year for our pneumatic straw cutters has more

than doubled the entire output of last season. A still heavier demand is promised between the middle of October and the end of the year, when a full realization of the actual scarcity of feed becomes general.

"Our cutters are built on solid legs or mounted on steel trucks, the object being, of course, that the former to be used by one man to do his own cutting, while the mounted machine may be hauled from place to place to do cutting wherever desired. We have a splendid catalogue regarding these goods, in which are numerous illustrations, pointing out many points of superiority, giving details of the materials entering into the construction and showing results obtained by their use. A

card either direct to us or to the Stewart-Nelson Co., at Winnipeg, will be given prompt attention and matter and prices mailed to members of the trade."

Dominion Fair at Calgary.

Calgary, Alta., will be the scene of the Dominion Fair of 1908. We congratulate the exhibition authorities of that city upon the success of their efforts in securing the grant of \$50,000, allotted by the Government for this purpose.

It is understood that special work will be begun at once in preparation for this event. The turf association are to have a new track built and all the fraternal and athletic organizations of the "City of the Foothills" will be asked to participate.

"Dominions" and "Colonies."

Canadians will rejoice to know that the term "Dominion," selected by the Fathers of Confederation as the designation of this country, is hereafter to be the official designation of all self-governing countries within the British Empire. Those under the Union Jack that are not self-governing will be styled Colonies. This change has been promulgated by Lord Elgin, the Colonial Secretary. The Dominions are: Canada, Australia, New Zealand, Cape Colony, Natal, Newfoundland and Transvaal, with Orange River Colony presumably added to the list. The Colonies are India, the different parts of Africa, Soudan, the West Indies, Guiana and the many minor possessions that have no representative institutions of parliamentary government. Egypt is a Protectorate.

Trade Announcement

We beg to advise that Deere & Co., of Moline, Illinois, U.S.A., have purchased and will on January first next take over this Company's business at Winnipeg, Regina and Calgary, and continue same with the present lines under the name of "The John Deere Plow Co."

The clerical staff and travellers of this company will continue with the new Company, and Mr. H. W. Hutchinson will be its Managing Director.

All amounts owing us will remain our property and be collected by us, and until December 31st, we shall continue doing business just the same as formerly.

The deal is mutually satisfactory, and negotiations originated with the purchasers four years ago, and the change has been anticipated by ourselves for some time.

Travellers will call upon the trade in the near future prepared to write contracts and orders for 1908 for the new Company. Winnipeg, October First, 1907

THE FAIRCHILD COMPANY LIMITED.

**GRAND
TRUNK
RAILWAY
SYSTEM**

**CANADA'S
DOUBLE TRACK
RAILWAY**

between

**CHICAGO, TORONTO,
MONTREAL,**

ALL points in Eastern Canada.

BOSTON and New England.

**Chicago, Niagara Falls,
Buffalo and New York.**

The Line with something to see
all the way.

Fast Time

Modern Equipment

Velvet Running Road-Red

Beautiful Scenery

Attentive Employees

Steamship Tickets all Lines

A. E. DUFF,

General Agent, Passenger Department,
260 Portage Avenue, Winnipeg, Man.

PHONE 7098.

Calgary.

Mr. Colin McCreery, who has represented the De Laval Separator Co. in Alberta for a number of years, has severed his connection with that firm and is being succeeded by Mr. A. Percy.

Mr. J. J. Bugee, Manager for the Canadian Moline Plow Co. at Winnipeg, was a business visitor in Calgary recently.

Mr. R. C. Thomas, transfer agent for the Canadian Moline Plow Co. here, has returned after an extended visit to the British Isles.

Mr. A. R. Shantz, of Carstairs, Alta., was a visitor in Calgary for a short time recently on his way from the Coast, where he spent a holiday.

Mr. J. T. Rattray, of Killam, Alta., spent some days in this city recently. He brought down with him some very fine samples of wheat harvested in his district. Some samples cut both before and after the recent frost demonstrated that the grain is not nearly so badly damaged as was at first feared.

The Cockshutt Plow Co. have completed rebuilding the wall of their new warehouse addition, which was destroyed some time ago. The structure as it now stands makes one of the best implement warehouses in the West.

Mr. H. W. Hutchinson, Manager of the Fairchild Co., Winnipeg, spent a week in Calgary, recently with the manager and

travellers of the Alberta branch. He is well satisfied with the business done by their local representatives this year.

Mr. J. E. Ruby, Western Manager for the Frost & Wood Co., Winnipeg, spent several days at the Calgary branch during the last week in September. In company with Mr. J. P. Minhinnick, general agent for Alberta, he also visited Edmonton and Wetaskiwin.

Mr. E. A. Mott, Manager of the Cockshutt Plow Co. at Winnipeg, was another of the Winnipeg managers to visit the Alberta branch during the last two weeks. He is well pleased with his company's Alberta business this year.

Good progress has been made on the new offices and warehouse which are being built by the J. I. Case Co. on the spur track at 10th Avenue and 4th Street West. They expect to occupy it early in November.

A meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held on September 7th and another on October 5th. The most important item of business before the Association at the present time is the proposed new tariff of freight rates, which the C. P. R. intend to put into effect in the near future. A joint meeting of the Association and the Calgary Board of Trade was held on September 21st to meet Mr. F. W. Peters, of the C. P. R., to receive particulars of the pro-

posed tariff. Considerable dissatisfaction will be caused if the new schedules, as outlined, are put into effect, and efforts are being put forth to have some of them altered.

Weather and crop conditions have very materially changed since your last issue. A portion of the province, namely, from Wetaskiwin south to the boundary, was visited by a fall of snow about the middle of September, in some places falling to a depth of several inches. It was very wet and heavy and had the effect of flattening the uncut grain almost as badly as if it had been passed over with a heavy roller. The snow was followed by a severe frost, but it did not do the damage it might otherwise have done, owing to the grain being practically covered with snow. The weather did not clear up for some days and has greatly delayed harvesting, although in the districts from Calgary south, at least seventy per cent of the grain had been cut. Under the circumstances, from Calgary north the results were most serious, but even in that territory they are not nearly so bad as was expected. It is hard to say at the present just what percentage of damage has been done, but it is hoped with the increased price of grain, the bulk of the farmers will realize as much money or even more than in former years. The snow and frost had a very depressing effect on business, and things were practically at a standstill

for some days. Ever since the weather cleared up, and it was found the conditions were not so bad as at first feared, business has revived to a considerable extent. In fact, it had a very favorable effect upon the binder trade. On account of the grain being flattened over such a portion of the territory a binder can be used in cutting only in one direction in the field. This would make the harvesting a great deal longer than it should be, so that a large number of those who did not expect to require binders before were obliged to purchase them. A very large amount of new business has been obtained in this way.

Mr. W. G. Hunt, Manager for the Alberta branch of the Massey-Harris Co., of this city has returned from an extended business and pleasure trip to Toronto and other Ontario points. While away he visited Toronto, Hamilton, Brantford and Woodstock factories, returning to Calgary on September 26th, coming via Chicago, St. Paul and Minneapolis. He also stopped off at Winnipeg and Regina. He reports having had a very pleasant and profitable trip.

On September 26th a small building adjoining the warehouse and office building of the International Harvester Co., here, caught fire. The company were using the place for storing a number of gasoline engines. Owing to the prompt action of the fire department they suffered no loss.

GET

the KENTUCKY agency and you will see that it pays to sell a machine that YOU can guarantee.

Kentucky Drills are peculiarly adapted to the needs of the North-West farmer.

ALL STYLES
ALL SIZES.

Send for Catalogues

**The American
Seeding-Machine Co.**
Incorporated,
WINNIPEG, Man.

KENTUCKY

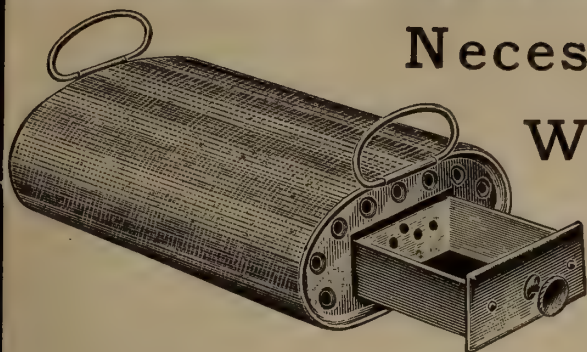
Single Disc, Double Disc, Shoe.

"Good as
Wheat in the
Mill."

Grain Drills

Interchangeable.





Necessities FOR Winter

The DEALER who has a good supply of seasonable necessities has a big advantage over his less enterprising competitors. This is especially true if the goods are of such a quality that they can be backed by his reputation and personality.

Clark Carriage Heaters and Coal

Are personality goods for which there is a big demand. Farmers, liverymen, physicians, pleasure seekers, everybody who rides out in the cold weather needs them. Are you prepared to convert this need into a profit? Clark Heaters are built right, they sell right, and the price is right.

Ask your jobber for them. Write us for new catalogue and advertising matter.

Chicago Flexible Shaft Co.,
237 Ontario St., CHICAGO, ILL.



"STAR" Pumping Outfit

STAR WINDMILLS

Will win the trade. They are up-to-date and perfectly reliable. Fitted with ball bearings, and being absolutely correct in design, they are light running and highly efficient.

Thorough galvanizing ensures great durability.

Dealers who sell Star Goods are sure to have satisfied customers and increased business.



Hoosier Regulator Force Pump

OUR LINE OF

Hoosier and Fast Mail Pumps

is full and complete. These pumps are especially adapted for the trade in Western Canada, and are noted for their great durability and ease of operation.

WOOD AND GALVANIZED STEEL TANKS

of all capacities a specialty. Inquiries receive prompt attention.

Flint and Walling Mfg. Co.,

Dept. 12 Kendallville, Ind., U.S.A.

BRANDON PUMP AND WINDMILL WORKS,

Brandon, Man. Box 410. Agents for Western Canada.

FLORENCE WOOD PUMPS

Last longer and serve the Western farmer better than any other kind. The Cylinders are porcelain lined, and these linings when examined after years of use, show scarcely any wear.

Frost plugs are fitted to every pump, and every pump and tube is thoroughly tested under 60lbs. of steam pressure before it leaves the factory.

Write us to-day for particulars of these pumps and Melotte Cream Separators.



Melotte Cream Separator Co.

WINNIPEG LIMITED CALGARY
W. ANTLIFF, Manager.
Agents for Ideal Gasoline Engines.

Central Business College

WINNIPEG, MAN.

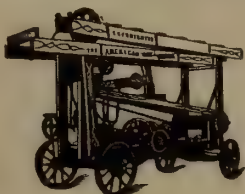
Write for Catalogue.

—THE— American Well Works

AURORA, ILL., U.S.A.

Winnipeg Representative:

T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

CATALOGUES ON REQUEST.

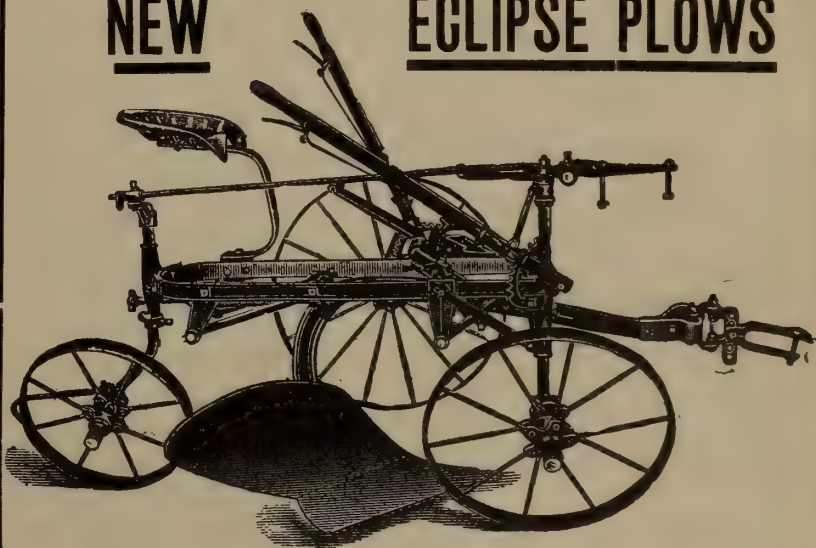
Correspondence solicited—giving details of what must be accomplished.

We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.

NEW

ECLIPSE PLOWS



Your customers are looking for a Plow which is simple to operate, strong and perfect working.

That being the case, you can satisfy them best with the "New Eclipse."

It is easy to operate, because there are so few parts.

It is strong, because it has the heaviest beams made, and no cast iron is used—all castings are heavy malleable.

It works perfectly, because fifty years of plow making experience is behind it. It is consequently

The Perfection of all Riding Plows.

1908 Contracts now ready—why not get in line.

MADE BY

FULLER & JOHNSON MFG. CO.

MADISON, WIS.

The Stewart-Nelson Co., Ltd.

General Agents, - - WINNIPEG.

Brandon.

Mr. A. D. Elliott, of the staff of the Manitoba branch of the Massey-Harris Co., at Winnipeg, Man., was in the city recently on a business trip.

Mr. E. W. Spaulding, representative of the Ruston Proctor Co., of Lincoln, Eng., was in this city recently in the interests of his firm. This concern are large manufacturers of threshing machinery, plowing engines and road rollers. They do a very large business in South America and Russia, and are looking for new fields to conquer. Mr. Spaulding is making an extended trip through the West, stopping off at all the principal centres between Winnipeg and Victoria. He was very sanguine as to trade possibilities in this country for the line of goods made by the firm he represents.

Mr. A. G. Cartwright, Manager of the Ever Ready Fire Extinguisher Co., of this city, recently left on a business trip to the East. The purpose of his journey is to sell rights to manufacture this extinguisher in Ontario and Quebec.

Mr. W. H. Thaxton, who for some time has been in charge of the gasoline engine department of the Brandon Machine Works Co.,

here, recently left for the East, where he has accepted a position at Peterboro, Ont. Previous to his departure he was made the recipient of a presentation by his fellow workmen. Mr. Thaxton regretted leaving the Wheat City, but goes to a more responsible and lucrative position.

Mr. F. W. Waller, Manager of the Sylvester Bros. Mfg. Co., of Lindsay, Ont., who was here looking after several matters in connection with their local branch, recently returned to the factory. He was well satisfied with the results of his trip.

Mr. J. E. Ruby, Manager of the Frost & Wood Co., of Winnipeg, called on his representative here a short time ago. During his stay he visited several districts in the surrounding country in order to get a line on the crops.

Mr. James Graham, on the staff of the Sylvester Bros. Mfg. Co., of this city, is at present in the East on a visit. This is Mr. Graham's first visit to Ontario in twenty-six years.

Mr. W. Brodrecht, Manager of the New Hamburg Mfg. Co., of New Hamburg, Ont., was in town in the interests of his company quite recently.

Since your last issue appeared another stooking machine has been tested here. This device is the invention of Mr. J. Stewart, of Chicago, Ill. It consists of a platform fixed to the binder, with a horizontal attachment in the shape of a truncated cone divided in half. As the sheaves come

from the binder they are placed in the stooker by a man who rides on the platform. When the receptacle is filled it releases to an upright position, leaving the stook standing in the field. This machine is said to do very fair work.

The Calder shocker, tried out on the farm of L. Nelles, near this city, and which was mentioned in your last issue, works altogether automatically and very satisfactorily. There were large numbers went out to see it in operation and many returned home most enthusiastic as to the possibilities of the machine.

Business has been somewhat quiet since our last report. A fair trade has been done in threshing machinery, particularly in gasoline traction engines. The outlook is very satisfactory.

Threshing is in full swing in this part of the country. The yield is said to run between fifteen and twenty bushels of wheat to the acre, the quality grading from No. 3 to No. 1 Northern. Farmers appear very pleased at the outcome of their operations despite the unfavorable season. With the high prices prevailing for all grains the farmer who has any to market is assured of profitable returns.

Mr. W. M. Fulton, of this city, has been appointed manager of the Brandon Machine Works Co., of this city, to succeed Mr. J. W. Thompson, who resigned some time ago. Mr. Fulton has been a resident of the Wheat City for upwards of two years, and he has had a wide and varied experience in the management of certain machinery enterprises. We wish him every success.

Winter Necessities.

We are unable to state just now how long the hot flatiron and the soapstone have been used to keep the feet warm during a cold drive, but we do know that the temporary comfort which they give has been sufficient heretofore to make them winter necessities. However, these old time friends have their drawbacks and have had to give way to more efficient methods.

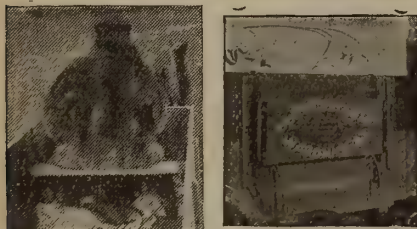
Clark carriage heaters and coal put out by the Chicago Flexible Shaft Co., of Chicago, Ill., are called by the company winter necessities. These heaters are really little metal stoves designed to rest conveniently in the bottom of the sleigh or buggy; they burn Clark coal and will give any required volume of heat for an all day drive without any danger to clothing or robes.

Here is an opportunity for wide-awake dealers to turn a need into profit for themselves. The company's catalogue describes the various styles and can be secured upon application to the office of the company 237 Ontario Street, Chicago.

A New Booklet.

"When the Going is Hard," is the title of a little booklet recently issued by the Davenport Wagon Co., of Davenport, Ia., who are represented in this territory by the Fairchild Co. This deals with the steel wheel roller bearing wagon made by this company. There is much excellent text and many splendid illustrations. Dealers desiring further information and a copy of this catalogue should address the Fairchild Co. at once.

LLOYD'S Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

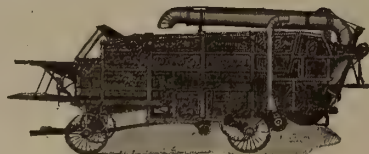
Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

WATERLOO THRESHERS AND ENGINES



Superior quality Engines 16 to 25 h. p. Heavy Gear Plowing Engines.

Separators "Champion" and "Manitoba Champion"—Sizes 33-42 to 40-62.



HEAD OFFICE AND FACTORY;
WATERLOO, ONTARIO, CANADA
BRANCH OFFICE AND WAREHOUSE:
WINNIPEG, MAN., AND REGINA, SASK.

Write for Catalog and mention this paper.

ADDRESS:

Waterloo Mfg Co., Limited



Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Munro Wire Works, Winnipeg

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio
156 Viaduct

BRADSTREET'S

Established 1849 Capital and Surplus \$1,500,000
Offices throughout the civilized world. Correspondence invited.
EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.
OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.,
Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

Edmonton.

Mr. J. A. Latimer, of the Cockshutt Plow Co., with headquarters at Calgary, was in Edmonton on a business trip a short time ago. He reports crops in many sections of Southern Alberta as very good.

Mr. W. Castle, representing the McLaughlin Carriage Co., of Winnipeg, was a recent visitor to the city by the Canadian Northern Ry. He went south to Calgary and other points when returning East.

Mr. J. F. Brookbank, Manager of the Alberta branch of the International Harvester Co., with headquarters in Calgary, was in the capital for several days recently in the interests of his company.

After considerable disagreeable and discouraging days, Sunny Alberta renews her right to the title. The splendid weather of the past couple of weeks is giving farmers an excellent chance to reap and thresh their somewhat frosted crop.

Mr. R. V. Bellamy, son of Mr. Thos. Bellamy, of the Bellamy Co. here, has just returned from Oxford University, England, where he was studying as one of the Rhodes Scholars. He attained high rank in that famous seat of learning and graduated with honors. Edmonton is proud of him. He will take up newspaper work with one of the Regina dailies.

Mr. J. Gordon, of the implement firm of Gordon & Gordon, at Chipman, Alta., was a recent visitor to town. In speaking of crops in his district he said: "They are not up to the average this season, but with the high prices now offered our farmers will be nearly as well off as under conditions of previous years. There will also be an abundance of feed for hogs and cattle."

Mr. Thos. Bellamy, President and Manager of the Bellamy Co. here, accompanied by Mr. J. F. Feurte, of the travelling staff of the Cockshutt Plow Co., made a trip to Edison, about sixty-five miles north-west of Edmonton, a few days ago. Mr. Feurte was successful in having the honor of establishing the most northerly agency for the Cockshutt Plow Co. This was placed with Mr. John A. Edgson and, in view of the heavy immigration into that territory, it is expected he will do

a large and profitable business. Concerning the district both Mr. Bellamy and Mr. Feurte are exceedingly optimistic. The soil is a sandy loam, very easy to cultivate, whole sections coming under the plow with little difficulty. While in the territory they secured several samples of wheat and it certainly is of excellent quality. The acreage under cultivation at the present time is not large but is rapidly increasing from year to year.

A Splendid Plowing Outfit.

It was our privilege about the end of September to inspect a recent engine importation made by the Gaar-Scott Co., of this city, from the factory at Richmond, Ind. It is a 40 h.p. double tandem, compound, of the rear-gear type, and in design and construction was considerably different from the ordinary engines made by this firm. It is equipped with three water tanks, one on each side and one in the rear. The latter is in combination with a fuel box. This engine, of which the makers are distinctly proud, was purchased by Mr. J. O. Smith, of Eli, Man., to be used for plowing purposes. He has also bought a four-section Emerson disc gang, made by the Emerson Mfg. Co., of Rockford, Ill., from their representatives in this territory, Tudhope, Anderson & Co. Each of these plows has seven discs and the entire outfit will turn over about twenty feet of sod at once when in operation.

Branch of Railway Commission Needed.

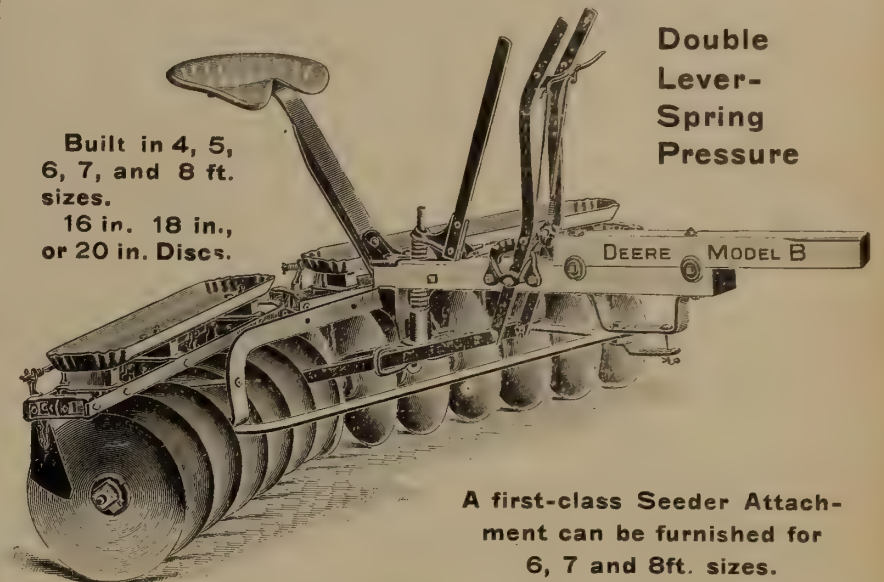
A short time ago a despatch from Ottawa stated that Dr. James Mills, of the Board of Railway Commissioners, was in favor of the establishment of a branch of the commission in Western Canada. During their recent tour of this country the Board was repeatedly petitioned to locate a representative here. Evidently Dr. Mills realizes the necessity. We trust his colleagues will meet his views and that an officer will be appointed.

"Lots of things that couldn't be done, have been done."

"The man who didn't know whether he could play the piano or not, but was willing to try, had the right spirit."

DEERE DISC HARROWS

STRONGEST · HEAVIEST · BEST

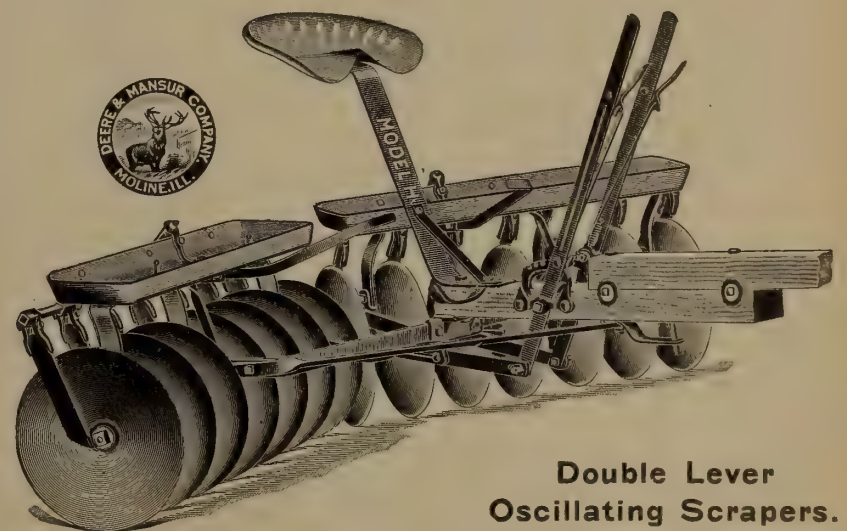
MODEL "B"

Built in 4, 5, 6, 7, and 8 ft. sizes.
16 in. 18 in., or 20 in. Discs.

Double
Lever-
Spring
Pressure

A first-class Seeder Attachment can be furnished for 6, 7 and 8 ft. sizes.

The Model "B" has many points of excellence. General Construction, very heavy and strong, High Frame, Steel Shanks, Wood Bearings, Extension Oil Tubes, Double Leaf Seat Springs, Small Bumpers, Stub Tongue, Low Hitch, Third Lever with Spring Yoke makes the only Flexible Harrow built. Talk these points to your customers, and you can readily sell Model "B's" because they are found on no other harrow.

WRITE FOR FULL PARTICULARS.**MODEL "H"**

Double Lever
Oscillating Scrapers.

The Model "H" is slightly lighter in weight, but amply strong. Built in 6, 7, and 8 ft. sizes; 16 in., 18 in., or 20 in. discs. Double Angling Levers, Stub Pole, Extension Oil Tubes, Pressed Steel Weight Boxes, Wood Bearings, Steel Shanks, Spring Pressure Oscillating Scrapers. Cannot be furnished with Seeder attachment.

GENERAL AGENTS:

THE FAIRCHILD CO., LIMITED

REGINA WINNIPEG CALGARY

MANUFACTURED BY

DEERE & MANSUR CO. MOLINE ILL.

Canadian Manufacturers' Association in Annual Session.

On September 24th, 25th, and 26th, the thirty-sixth annual convention of the Canadian Manufacturers' Association was held in Toronto, Ont. Holding it this year in the heart of the Canadian industrial world resulted in one of the largest attendances in the history of the organization. Every session was characterized by unflagging interest in the various subjects under discussion, and everything was acted upon with commendable promptitude and business-like despatch.

Many matters of importance to the manufacturing interests of this country were introduced and threshed out with much resultant profit to those in attendance. Mr. Harry Cockshutt, Managing Director of the Cockshutt Plow Co., of Brantford, Ont., and chief Executive of the C. M. A. during the past year, presented an exhaustive and excellent report of the work of the past year. It drew attention to the steady growth of manufacturing industries during the past twelve months. Production had materially increased, and since that was regarded as one of the gauges of a country's prosperity, it might be assumed that Canada was prosperous. While collections from the West had been poor it was satisfactory to note that fewer commercial failures were recorded in the year just past than in any year since 1896. Saving banks deposits on June 30th last were \$53,644,783 more than the year previous, while current loans that aggregated \$559,336,229 in 1906, took a

jump to \$639,970,696, so far this year.

Mr. Cockshutt strongly advocated a vigorous forestry policy. He regretted the loss of much of our valuable forest resources by fire each year. Personally he favored the immediate creation of more forest reserves and argued for the appointment of a portfolio of forestry in the Dominion Cabinet.

MORE PROTECTION DEMANDED.

Turning to the question of an export duty on wood-pulp it was shown that as Canada supplied one-quarter of the entire supply of this commodity used in the United States, there should be a duty on it. More protection for Canadian manufacturers was also demanded. Despite the expansion of trade those engaged in industrial pursuits in this country were in the same position they occupied five years ago. In this connection, Mr. Cockshutt said: "A tariff, such as that in operation at present, which under the most favorable circumstances barely enables our manufacturing establishments to relatively hold their own cannot but prove utterly inadequate to stem the swelling tide of imports when the foreign producer seriously and systematically prepares to unload his surplus products on the Canadian market. And this he will do, as surely as the sun will rise on the morrow, the moment that darkening days begin to restrict his trade in other quarters. No hastily improvised tariff will then suffice to secure

for Canada a continuance of her present prosperity. Retrenchment, not expansion, will be curtailed, workmen will be thrown out of employment, and hard times will once more be found knocking at our doors."

Dealing with the subject of preference the speaker said: "We believe in a preference which will give the mother country and our sister colonies the refusal of our trade before passing it on to foreigners. In other words, our motto is 'Keep your money in circulation at home by buying goods made in Canada, and when you cannot get what you want at home buy within the British Empire.'"

Referring to the financial stringency Mr. Cockshutt attributed it to some slight over development and an unfortunate combination of untoward circumstances. The banks were subjected to much uncalled for criticism in his estimation.

Technical schools for the education of the youth of the country in the elements of the industrial arts was essential to the fullest development of the country and in order to aid towards a solution of the labor problem.

RAILROAD FACILITIES INADEQUATE.

Speaking in reference to matters of transportation he emphasized what he regarded as the inadequacy of railroad companies' facilities, contending that the present equipment of the roads was far from sufficient to meet the demands of the public. Figures were quoted to show that the railroads were making little progress towards taking care of the growing traffic on the older portions of their lines. Too much money was being spent in constructing lines through undeveloped country when it should have been spent in equipping properly the ones already in operation. Every section suffers from a shortage of cars. Eastern business houses were crippled while Western settlers were without the actual necessities of life. Parliament, in his opinion, should cease to grant more charters to old roads for the construction of branch lines until such time as the lines now in operation were properly equipped and in a position to handle expeditiously and efficiently all traffic offered.

CANADA'S INDUSTRIAL GROWTH.
An address of the very greatest

interest was that delivered by Mr. Archibald Blue, Chief of the Dominion Census Bureau. He very ably and intelligently discussed "Some Illustrations of the Growth of Canada in the Twentieth Century." Dealing first with Canada's foreign trade, he said that, exclusive of coin and bullion, goods not the product of Canada, and exports estimated short, it had grown from \$336,018,000 in the last fiscal year of the nineteenth century to \$518,800,000 in the sixth year of the twentieth. The chartered banks in the same period had gained \$418,800,000. In the chartered banks alone the increase of deposits from \$48,763,000 in 1870 to \$305,140,000 in 1900, and to 605,968,000 in 1906, showing the very large extent to which the banks had been assisted above their own capital in maintaining the business of the country.

Comparing the statistics of manufacturing industries in this country for the five-year periods ending 1900 and 1905 Mr. Blue said: "The capital employed in factories or works employing five persons or more in 1905 was \$834,000,000, an increase of \$387,000,000, the number of employees was 383,920, an increase of 44,747, the amount of salaries and wages was \$162,175,000, an increase of \$48,926,000, and the value of products \$706,446,000, an increase of \$225,393,000."

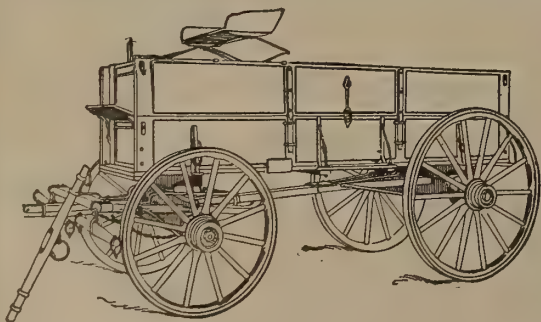
As showing the growth in industrial efficiency, which implied improved methods of machinery and harder work, every branch of production in Canadian industries had increased substantially during the five years. In 1900 it was for all industries \$1,559, and in 1905 it was \$1,990 per wage worker; or compared on the basis of all employees on salaries and wages, it was \$1,476 in 1900, and \$1,803 in 1905. As regards the cost for management and labor, the average salary of managers, officers, clerks, etc., was \$833 for males and \$317 for females in 1900, and \$925 for males and \$362 for females in 1905. For wage-earners employed in the works the average in 1900 was \$334 for males and \$176 for females, and in 1905 it was \$417 for males and \$219 for females.

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a marvellous rate during the half decade. The largest figures were shown for Ontario and Quebec. Seven of the thirteen principal industries in Ontario and three of nine in Quebec had values of \$10,000,000 and over. In fourteen cities and towns with increases in the value of product of \$2,000,000 and over. Montreal stood first with a production of \$99,746,000, an increase of \$28,647,000 over 1900. Toronto was second with products valued at \$85,714,000 or \$27,300,000 more than in 1900. Hamilton came third with a total production worth \$24,625,000, or an increase of \$7,500,000. Winnipeg, while lower in point of production than Hamilton, being only \$18,983,000, showed a much larger increase in the five years, being \$10,367,000. Peterboro also exceeded Hamilton in point of actual increase with \$11,566,000, or an increase of \$7,777,000. For the fourteen cities and towns the increase in the value of manufactures in the five years was \$112,419,000 or 58 per cent. Montreal's increase was 40 per

cent., while Toronto's was 47 per cent.

EXTRACTS FROM PREMIER'S ADDRESS.

At the annual banquet held on the evening of the closing day of the convention several splendid speeches were delivered, the most notable being that of Sir Wilfred Laurier, Premier of the Dominion. We regret our inability to reproduce this address in full, but have selected from it a number of significant utterances concerning important questions of the day.

In mentioning the tariff it was pointed out that the preference granted Great Britain has carried with it its own success. It had not accomplished everything that might have been expected from it, but no human institution was yet perfect. "If I had my own way," said the speaker, "I am afraid I would have a different organization of the British Empire. I would have universal free trade in the British Empire. But against it are these chief objections: Canada does not want it, Great Britain does not want it and Australia does not

want it. Canada was ready for reciprocity with the British Empire, the people of the Mother Country were not and so long as we were left without interference in our own domestic and fiscal policy we should not attempt to dictate any policy to the people of Great Britain."

TREATY MAKING POWERS.

In reference to treaty making powers it was pointed out that Canadians had long felt a desire to handle their own diplomatic relations, believing that they would be better carried out if in their hands. "In our experience it has been thought that not only in affairs of state, but in private affairs also, less able men will do better when the heart is engaged in the business than by more able men who perfunctorily perform their duties.

"We take the record of the diplomats of Great Britain, in so far as Canada is concerned, and the record is a record of a repetition of the sacrifice of Canadian interests. We have suffered on the Atlantic; we have suffered on the Pacific; we have suffered on

the Great Lakes; we have suffered wherever there has been a question discussed between British diplomats and foreign diplomats, and we have come at last to the opinion on this point that in our relations with foreign countries it would be better to attend to our business ourselves. Without revolution, without any breaking of the old traditions, without any impairment of our allegiance, the time has come when Canadian interests are entrusted to Canadians, and just within the last week a treaty has been concluded with France, a treaty which appeals to Canada alone, and which has been negotiated by Canadians alone. True, it has been done with the whole assent of the British Crown, and with the assent of the Foreign Office. The Foreign Office interposed no objection at all; but, on the contrary, the Foreign Office told us, 'This is a matter which chiefly concerns yourselves: take the matter in your hands.' The treaty has been completed. It is not for me to say what it is, but I think that I can

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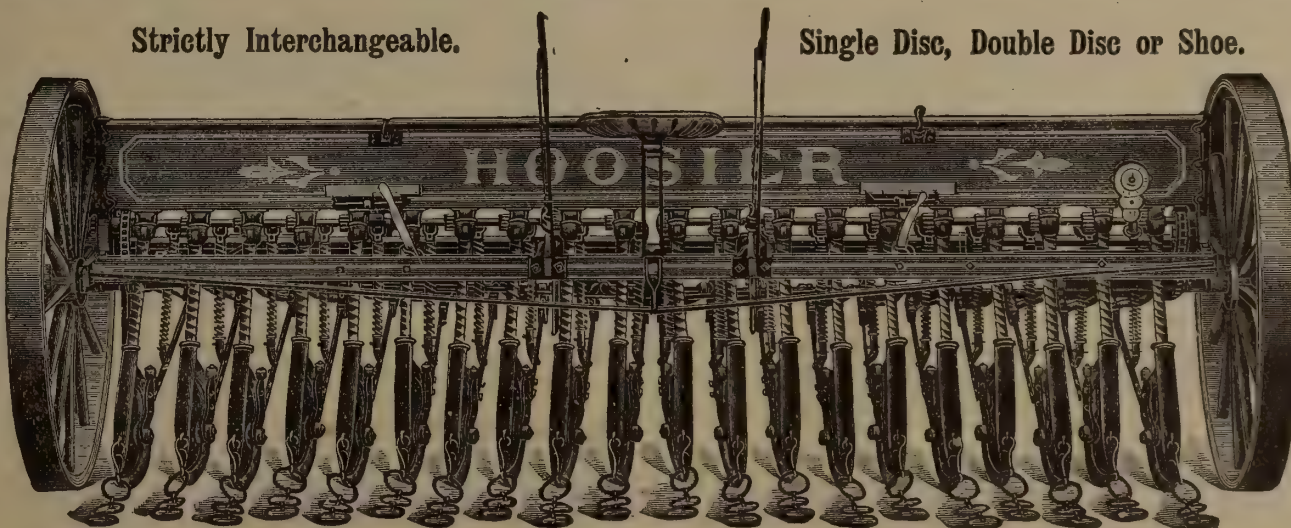
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safely say it will be found reasonably satisfactory to the producers of Canada, to the farmers of Canada and to the manufacturers of Canada also."

THE JAPANESE QUESTION.

In connection with the Japanese treaty the leader of the Government had the following to say: "We have also another treaty which was negotiated some years ago by British diplomats, negotiated with the full assent and request of the Canadian Government, I mean the treaty with Japan. When we came into office some fifteen years ago—the present Government, I mean—we found a treaty had been negotiated between Great Britain and Japan. Its purpose was in the interests of commerce. We had a chance at the moment to become a party to it, but we did not become a party to it because of the difficulty that we met in one section of the community on the Pacific coast in so far as labor was concerned. But in the year 1905 and 1906, after the war between Japan and Russia, and after the conquest of Corea by Japan, we thought that the time had come when we might become a party to that treaty, especially as Japan had just passed a law restricting its immigration to foreign countries. The Americans are our competitors in the Japanese market, as they are in other countries. They had the benefit of a treaty which gave them a very great advantage in the markets of Japan. Our business men, the manufacturers and producers of Canada, thought that we should be placed on a footing of equality with our American competitors. Therefore we concluded that treaty.

"We did it especially at that moment because Japan had indicated her intention of restricting immigration to foreign shores, and especially to the shores of Canada. Since that treaty has been in operation it has been of some advantage to the manufacturers of Canada. Our trade has increased and the farmers and manufacturers have got the advantage of it.

"But some difficulty has arisen on the shores of British Columbia because there has been a greater influx than before of Japanese immigrants. What are we going to do under such circumstances? A section of the people in Winnipeg (referring to the Allied

Trades Congress) have called upon the British Government to annul the treaty. Well, the treaty has been in operation only two years. We are just commencing to reap the benefit, and to denounce it would be simply panic. And for my part I am not disposed, whether in this or any other action, to act in a panic. I want to look about, to inquire, to reflect, before I make up my mind, and it behoves the Canadian Government under such circumstances, under the difficulty which had arisen, to contemplate, to inquire, to reflect, and to see the best course to follow in the interests of the Canadian people. To at once, without inquiry, denounce the treaty would, in my humble judgment, not be playing the part of responsible men. It shall be the duty of the Canadian Government, under such circumstances, to reflect, to inquire, and, if need be, to send a commission for more information, and to form their conclusions upon the conditions which they find, and be able to give a deliberate judgment.

THE "ALL-RED" ROUTE.

Sir Wilfrid was most enthusiastic as to the development of the "all-red" route and argued that as the British people and Government had subsidized lines of steamers operating from their territory to foreign ports there should be no lack of necessary funds to promote and develop a line of steamships between British territory and British territory, especially when the route proposed was the shortest between Europe

and the Orient. The advancement of commerce, the speaker stated, was a policy calculated to bind the Empire far more closely than armies and navies. His closing words were: "Let two men trade together and they will be friends; let two nations trade together and they also will be friends. Let the policy of trade and commerce prevail and we shall have peace in the world as never before. It is because this principle has been forgotten in the past that we have had wars. But the moment that commerce arises among the nations peace and honor will arise. With regard to the "all-red" line project I do not know that its immediate success is assured. It is surrounded with difficulties, but difficulties have no terrors for me, at all events. I have been accustomed to deal with difficulties all my life, and, indeed, a man is no good until he has difficulties to overcome and overcomes them. Difficulties we have had, difficulties we will have, but difficulties we will overcome, and this project shall and will succeed."

At the close of his address the Premier was tendered a splendid ovation. Hon. J. P. Whitney, Premier of Ontario, and several others also spoke.

Another Shocker Tested.

During the past month a new shocking machine was tried near Carman, Man. This invention is the patent of two young Hamilton, Ont., men, Messrs. Arthur Woolley and Herbert

Fox, who have spent several years in bringing their device to its present stage. Tested on several farms in Ontario this was their first experiment in Manitoba. In the trial at Carman an old discarded binder was used. This gave some trouble with the knotter, but when this worked, according to several reports, the machine did fairly satisfactory work.

Among others we wrote R. J. McConnell & Co., of Carman, for their opinion of this machine and its possibilities. The following is their reply: "We saw the Woolley-Fox shocking machine in operation and while it is not yet perfect, the inventors have the right idea. Their device attaches to the binder in place of the bundle carrier. Two packers force each bundle into the shocker until there are seven or eight in place, when the mechanism trips, a twine band is put around the shock near the heads, the shocker delivers and the completed shock is set out behind. It is adjustable so that more bundles may be put into the shock if desired.

"In weight it equals close to 200 pounds and will add less than one horse power to the draft of the binder. The greatest difficulty seemed to be to set the shock out square on its bottom but when everything went right it did a fairly good job.

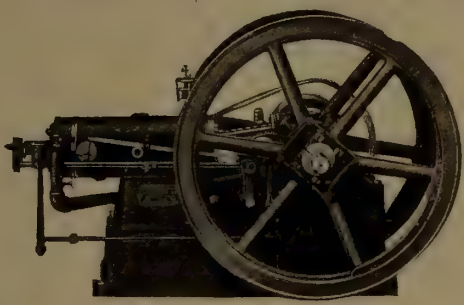
"When perfected there is no doubt there will be a demand for this machine, as it can be produced at a reasonable cost and will do away with much hand labor.



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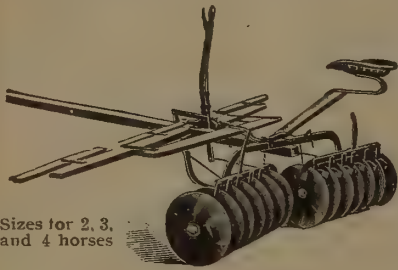
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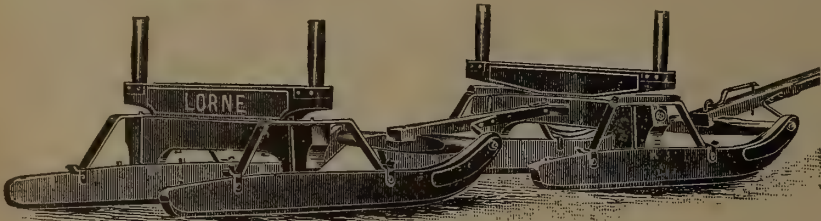


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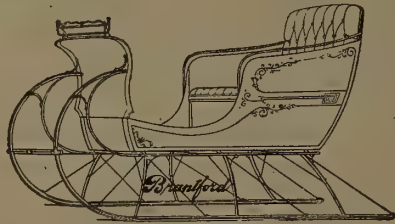


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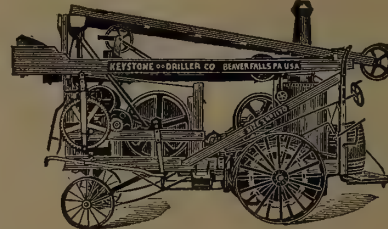
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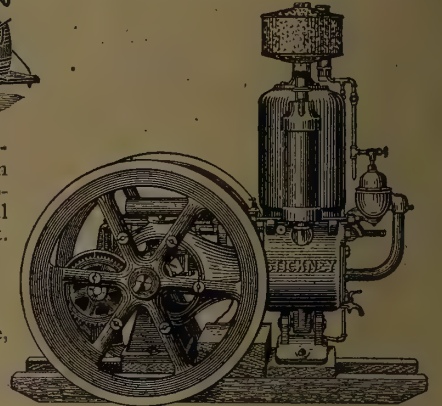


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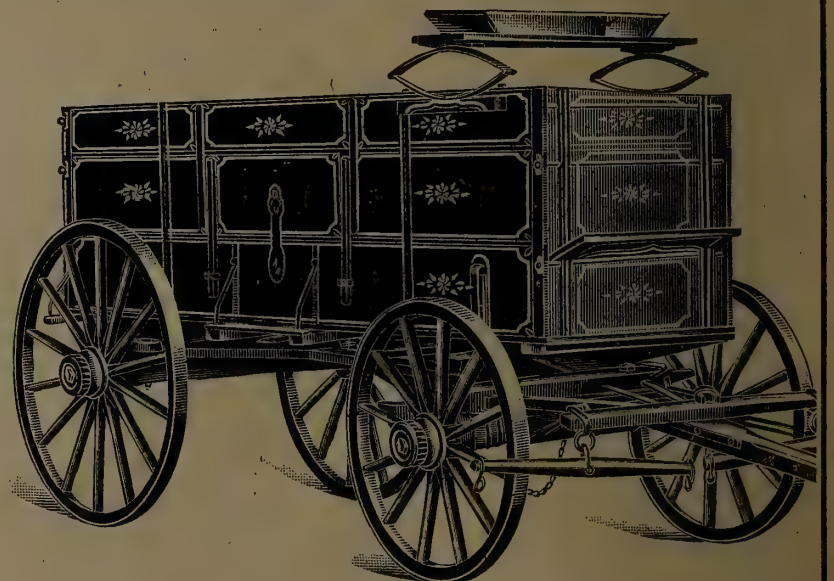
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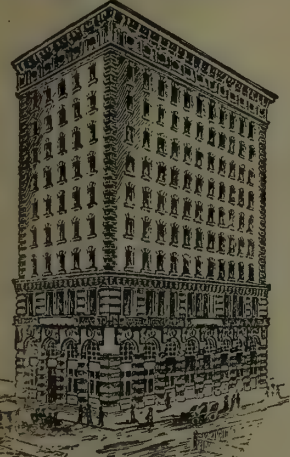
VOL. VI, No. 5.

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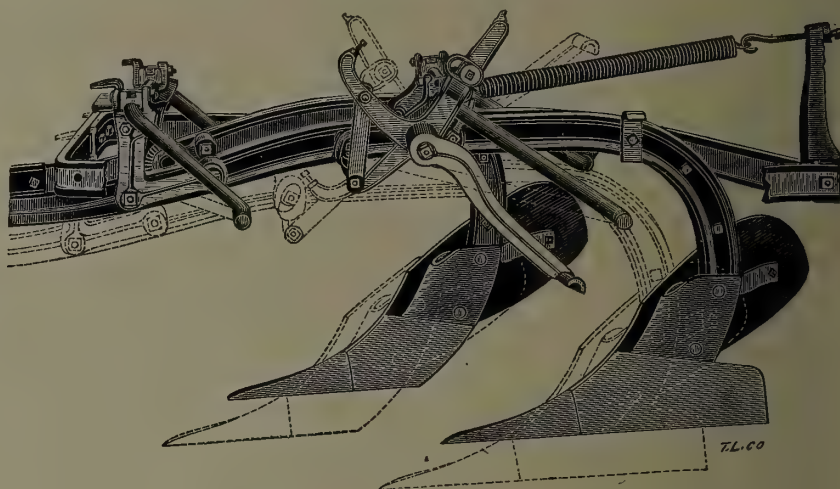
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We illustrate herewith the detail of the Foot Lift construction of the Jewel. It is admitted on all hands to be the easiest plow to operate on the market.



The "Maple Leaf" Grinder

meets with world-wide sale and is by far the largest seller and best known grinder in Western Canada. It is first choice everywhere. Handle no other. It is undoubtedly the best, and costs no more than machines of inferior make.

Made in 8, 10, 11, 13 and 15 inch sizes, with or without bagger.

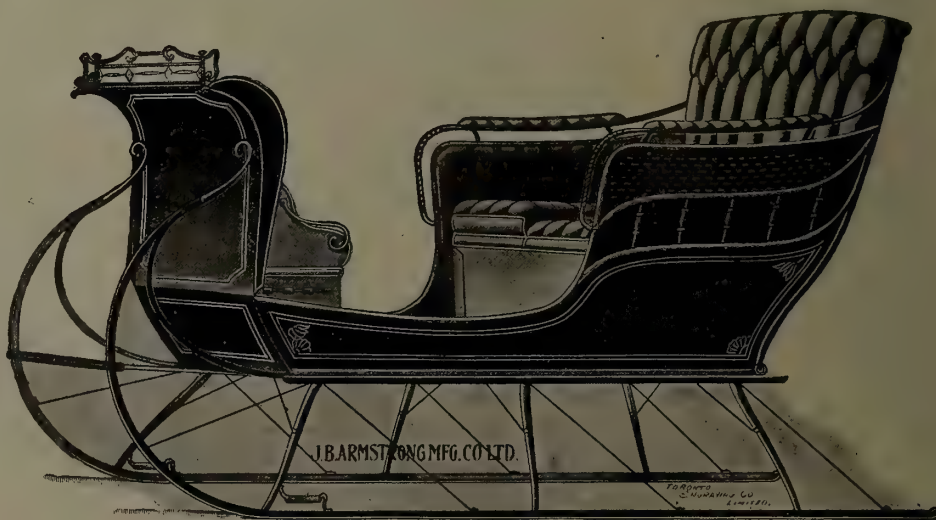
Send for Special Grain Grinder Catalogue describing the "Maple Leaf" in detail, also for new Price List.

As an illustration of the beauty and up-to-date designing of our Cutter line, we produce herewith cut of our

No. 20½

"Solid Comfort" Portland

Send for Cutter Catalogue No. 154 and Price List.



COCKSHUTT PLOW CO., LTD.

WINNIPEG

REGINA

CALGARY

CANADIAN FARM IMPLEMENTS

Vol. VI, No. 5.

WINNIPEG, MAN., NOVEMBER, 1907.

SUBSCRIPTION PRICE } Per Copy, 5c.
Per Year, 50c

U. S. Implement and Vehicle Manufacturers Meet.

At Old Point Comfort, Fortress Monroe, Va., on October 22nd, 23rd, and 24th, the National Association of Agricultural Implement and Vehicle Manufacturers of the United States held their fourteenth annual convention. There was a large and enthusiastic attendance of members, and the proceedings were carried through in the most business-like manner. Many matters of interest to the implement fraternity of this entire continent were discussed and because of that we reproduce parts from the report that we believe will be of special interest and significance to the dealers of Western Canada.

In his opening address, President H. E. Miles, of the Racine-Sattley Co., of Racine, Wis., touched on several points of absorbing interest. Discussing among other matters, "Terms of Sale," Mr. Miles said: "If there ever was a time when better than another some particular thing can be cared for, this is the time for the consideration of terms, and the making of those terms just and reasonable.

"Long years ago, when implements first were made in factories in considerable quantities, the agricultural sections of the country were poor. The farmer could not pay. The wealth was in the cities. Such country banks as there then were were of very limited resources. The price of land was only a fraction of that now obtaining. Freights were high. The implement factory shipping a carload or more to a country dealer, was obliged to carry the goods until the dealer could pay from the proceeds of sales. The accumulated capital being in cities and near the factories, it was easy for the factories to borrow and carry the country customer. The implement manufacturer was also in turn largely financed by those still greater corporations who furnished him with his supplies.

"After the panic of '93, however, the great makers of our materials required of us immediate cash settlements. They found, or thought they found, that they could not assist us in any measure in our financing. They decided that financing of customers is not a proper part of manufacturing, and since that time we have relieved our supply houses of enormous financial burdens, taking them upon ourselves. We have, at the same time, continued to finance our own customers, and we are therefore in the anomalous position of carrying a double burden to the relief of those on either side. Such a situation ought not to exist; and there is great likelihood in this right-minded world of ours, that it will not continue, whatever are our wishes in the matter. That which ought not to continue somehow does not long continue.

"There is small reason, if any, why buggies should be sold on one basis, farm wagons on another and implements on still another. They are all merchandise for use by the same people—for use by the richest agricultural population in the world—a population the volume of whose funds is all but bursting the vaults of the country banks. The farmer sells his stuff for cash only, immediately upon delivery. He pays for the stuff we sell him an amount equal to only 2 per cent of his annual income. Is it conceivable that he, selling for cash only, requires the utterly unreasonable terms we make, on purchases amounting to only 2 per cent of his annual income?"

The report of the committee on Terms and Credits, in elaborating on this suggestion of the President, urged the application of more business-like principles to questions of terms and credits. While the former was largely under the jurisdiction of the sales department, the latter was necessarily in control

of the credit division. Continuing the report said: "We believe that it is entirely feasible and practicable for this association, as a body, to unite on a common monthly rate of cash discount, and we offer the recommendation that all members so fix their prices and final dates of payment that they maintain a cash discount which will not exceed 1 per cent per month, for a maximum period of five months, and that for anticipated prepayment (that is, on all payments in advance of cash discount date), discount to be computed at not to exceed 2-3 of 1 per cent. per month.

"This recommendation will, no doubt, necessitate the advancing of the cash discount date for most of the implement makers, and reducing cash discounts of vehicle makers, but this is in exact accord with what your committee understands to be the wish of the majority of the association, and we confidently believe that with concerted action this needed reform can be accomplished without detriment to any interest.

"It is your committee's suggestion that each individual manufacturer readjust cash discount idea by either reducing his present rate of discount, or by advancing his discount date. Should any of our members conform to this uniform cash discount policy by simply lengthening his time of final payment, (as by a vehicle manufacturer, for example, altering his terms from four months, 5 per cent. cash for thirty days, to six months, 5 per cent. cash thirty days), he would be adopting a reactionary measure, defeating the principle object we are aiming at. The advantages accruing from the adoption of this recommendation should be:

"Greater profit by the elimination of the cash discount as a price rebate.

"Earlier cash payments, assisting in the financing of business.

"Equal opportunity to partici-

pate in prepayments of accounts by dealers.

"The object in view is to so readjust our terms by uniting on this common discount rate that we, as implement and vehicle manufacturers, may not continue to present to the commercial world at large the ridiculous spectacle of business men paying from 15 per cent. to 30 per cent. per annum for prepayment of moneys due. If we at this time can get together on a discount rate it may be possible later to reduce time extensions to reasonable limits also.

"Implement terms which have been Oct. 1, 5 per cent. cash discount June 1, would, by this recommendation, be changed to Oct. 1, 5 per cent. cash discount May 1. Regular vehicle terms (four months, 5 per cent. 30 days) would, with this new monthly rate of discount, be changed to four months, 3 per cent. cash 30 days, or 4 per cent. net cash. Wagon terms which have been six months, 5 per cent. cash 30 days, would remain unaltered. Terms on specialties and small goods would be about as they now are: Sixty days from date of invoice, with 2 per cent. off for cash.

"Your committee cannot too strongly recommend that, regardless of any action taken by this convention, that as individual manufacturers, terms, after being definitely fixed for a season, be rigidly enforced. The present unsatisfactory condition of our terms and cash discounts is, in no small degree, an outgrowth of playing favorites by conceding at first to a few special concessions which sooner or later become general. Each individual manufacturer must do his part if reforms along any line are to be secured."

On the question of fire insurance the following paragraph was embodied in this report: "There are many instances where dealers are tempted to take a chance on going without fire insurance on their stocks of merchandise, be-

cause the rate in their own town may be very high, or they may be somewhat careless, and when they stock up a season's goods may forget to take on additional insurance. No doubt every member can recall instances where a loss has been sustained in case of fire and it was found that the dealer had no insurance, or it was insufficient in amount to cover his loss. In such cases he was unable to meet his liabilities, and the manufacturer took the place of the insurance company and stood the loss. We, therefore, recommend and earnestly urge that all sales and credit managers insist that travelling salesmen ascertain and report whether dealers are carrying sufficient insurance on their merchandise and buildings. This is especially necessary with new and inexperienced men going into business for the first time. We are sure that careful attention to this subject on the part of travelling men will result in the saving of thousands of dollars to implement dealers and manufacturers as well."

A noticeable feature of the report of the Committee on Patents was the following regarding the patent laws of Canada: "A comparison of the laws of the United States and Canada for instance, serves to show that we are giving the Canadians a degree of freedom that we cannot receive from our foreign sister. John Doe, for instance, may devise a valuable improvement in cultivators. If he imports his machines he may protect his trade for seventeen years in the United States. A citizen of the United States may patent a device in Canada, but if he imports, after one year from the date of the patent, the patent not only becomes assailable, but under later rulings of the Canadian courts, becomes void. We say becomes void because in case of litigation, the patentee is called upon to admit all facts in regard to said importation, and, doing so, the proceedings against the infringer at once ends. If, however, he has not imported, then, in order to keep his patent alive, he must actually manufacture in Canada, and the newer interpretations of the law require him to be in position to prove his patent not void because of non-manufacture; in short, in making out his *prima facie* case after bringing suit, he must prove that he has not imported, and that he has manufactured, and that, too, within the limits of time provided.

The total government fee amounts to \$60. To save his patent he must manufacture himself or license others to manufacture, but he is forever prohibited from manufacturing in this country and shipping into Canada.

"The Canadian manufacturer may patent and manufacture, say, a cotton picker, and send his entire output into our southern states in free competition with machines of a similar kind manufactured by us; but an American manufacturer is barred from sending the products of his factory to Canada without yielding up his rights to the monopoly to which the patent laws should entitle him.

"May it not be considered as the sense of this committee, that a section be added to our patent laws that shall require of foreigners precisely as much as they require of us? We ask why shall not the citizen of Canada be required to pay a fee proportional to that required in Canada; be prohibited from importing, and be required to "work" the patent, or license a manufacturer in the United States to produce the patented article?"

Against the cornering of patents by companies, who grant manufacturers licenses to use devices for which they control the patents, making them pay almost prohibitive royalties for such use and compelling them to maintain a certain standard or uniform price for the goods on which these patents are used, the committee made strenuous protest and in conclusion said regarding the subject:

"While it is not plain what steps can be taken to prevent cornering patents, we call attention to the Canadian law, however, which in effect provides that patents cannot be cornered in such a manner as to prevent the public from using the device for a reasonable compensation or, as may be said, cannot be so cornered by a non-manufacturer that one patent cannot compete with another."

In their report the Tariff Committee went into many details as regards the present United States tariff schedules, pointed out the necessity and wisdom of reductions on certain lines and in conclusion adopted the following resolution:

Resolved, That the National Association of Agricultural Implement and Vehicle Manufacturers declares itself in favor of a revision of the tariff at the earliest practicable date and the making of treaties of reciprocity meantime

as originally provided for by tariff laws; and be it further

Resolved, That there should be established a non-partisan Tariff Commission not unlike the present Interstate Commerce Commission, with semi-judicial powers, as for example to summon witnesses, this commission to investigate thoroughly and scientifically the various schedules and from time to time submit their conclusions in the form of recommendations to Congress and the Executive; and be it further

Resolved, That the National Association of Agricultural Implement and Vehicle Manufacturers hereby instructs its officers to make every reasonable endeavor to secure the appointment of such a permanent Commission at the forthcoming session of Congress, and further

Resolved, That the action of the Government in making the recent tariff agreement with Germany has our unqualified approval." This resolution was duly adopted.

Among other resolutions adopted was one in opposition to the parcel posts scheme, so strongly urged by direct selling organizations, so antagonistic to the interest of the retail dealer, so likely to be an expensive burden on the people and so evident an attempt on the part of the mail-order houses to secure government subsidization at the expense of the regular retail dealers.

On the retirement of President Miles, Mr. Newell Sanders, of Chattanooga, Tenn., chairman of the Executive Committee, was elected to that office, while Mr. G. A. Stephens, of the Moline Plow Co., of Moline, Ill., was appointed chairman of the Executive Committee. It was decided to have the next convention at Columbus, Ohio, on dates to be decided later.

It is stated that the largest mail-order house in the West will sell sleighs during the coming winter. Members of the trade should realize the condition and combat their efforts as effectually as possible.

Sooner or later this country will get a system of reciprocal demurrage or, in its stead, a reasonable and satisfactory service from railway companies. Such is the ultimatum of the Railway Commissioners, who have applied to the Government for powers to institute and enforce such a system.

Early Marketing of Grain.

The following is a copy of a resolution passed at a general meeting of the Winnipeg Board of Trade held October 25th, 1907.

1. "While it is contrary to the usage of the Winnipeg Board of Trade to offer advice as to the disposition of the crop, yet in view of the fact, now evident, that a large quantity of this year's grain crop is of low grade, for which at the present time good prices can be obtained, this Board considers it in the interests of the farmers and therefore of the country generally that these facts being given all possible publicity, and farmers urged to market early, especially their grains of low grade, thus taking advantage of the good prices now prevailing.

2. "This Board also points out as an additional reason for early marketing: the present extreme stringency in the money market which makes it highly necessary that all liabilities should be liquidated as speedily as possible, and such speedy liquidation can only be accomplished by the prompt disposal of the grain crop.

3. "It is also desirable in view of the above conditions that farmers and the railway companies combine to move, if possible, the whole of the low grade grains before the close of navigation, and this Board will gladly assist in every possible way to bring about so desirable a result.

4. "As a means of accomplishing this, the railway companies, at the solicitation of this Board, have issued the following order regarding minimum weights:—

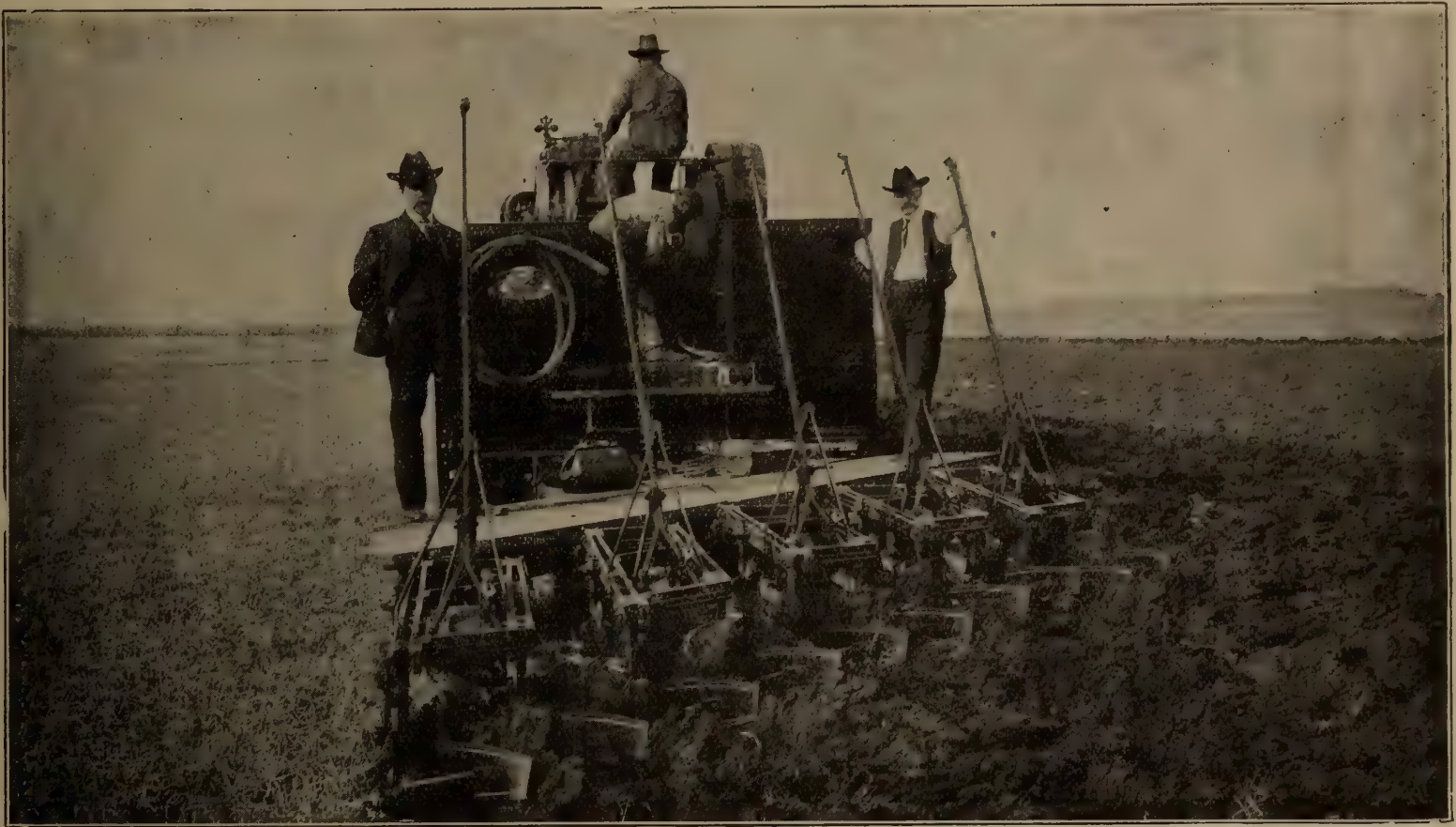
"In order to encourage the early movement of low grade and light weight grains, the following regulation will apply until December 1st, 1907.

When cars loaded with grain to their full visible capacity show an out-turn less than tariff minimums, actual weight only will be charged for subject to a minimum of 40,000 lbs. for oats, and 50,000 lbs. for wheat, barley, flaxseed, rye, and speltz."

5. "This resolution to be communicated to all the Western Boards of Trade, and their co-operation requested in making these facts and recommendations widely known."

"Either door ma'am," graciously answered the conductor. "The car stops at both ends."

**JOHN DEERE
ENGINE GANGS
FOR
1908 TRADE**



**HAVE YOU SECURED AN AGENCY
FOR ENGINE GANGS**

?

Engine Gangs are a big proposition and you want a big Company back of them.

We can give you valuable information—not only about our gang but in relation to the whole traction plowing situation. Write to us and we will do all we can to get you information covering any points that may be troubling you.

Experience has shown that ten plows, divided into five two-furrow gangs, give better satisfaction in actual field use than where a greater number of plows are assembled in each gang or where each plow is carried in a separate frame and controlled by an independent lever.

Two plows run steadier than one because each plow has a tendency to hold the other to place and the wide clevis connection drawing from two points, one connection located in front of each beam, makes it impossible for the plows to “wing.” Then again, only five levers are required for lifting the ten plows—just half as many as where each plow is separate.

Where there are but five levers, one operator can move along the platform toward the rear gang at such speed as will enable him to raise all the plows at the end of the field without stopping the engine, a feat impracticable and almost impossible with the ten lever system of control.

THE FAIRCHILD COMPANY LIMITED
WINNIPEG
REGINA
CALGARY

A Harrow Attachment for Plows.

In this age when the farm labor problem is one of the greatest the farmer has to face and one that must always receive serious considerations in connection with agricultural pursuits, any device tending to a solution of the difficulty is welcomed and, providing its practicability is proven, speedily grows in popularity among the farming community.

Such, at least, has been the history of the Kramer rotary disc harrow across the line, where it is made by the E. M. Kramer Co., of Paxton, Ill. Though a comparative youngster among agricultural implements, the sales of this attachment has grown very rapidly. This device is for attachment to sulky, gang or disc plows. It is fastened by a shaft to the frame of the plow. The discs are made in series of six and nine, twelve inches in diameter, and set three inches apart, each disc containing six blades. In operation the harrow moves the ground of the entire furrow and leaves it chopped up, pulverized and leveled. The implement can be made to cut deep or

shallow by either pushing or pulling on a geared lever which is operated from the point where the shaft of the attachment is clamped to the plow frame. According to the makers the rotary harrow does not pack the ground but picks it up and throws it just the same as a wheel of a steamer throws the waters, and leaves it in the best physical condition for the quickest possible starting of the grain, which in itself is a most powerful stimulant for a fine stand and a good crop. Any dealer desirous of learning more about this implement should write the company at Paxton, Ill., and mention our paper.

Brandon.

Mr. R. H. Young, of the Western Iron Works Co., Winnipeg, spent a week in Brandon recently in the interests of his company.

Mr. James Sherriff, manager of the Portage Iron & Machine Works, of Portage la Prairie, Man., was a visitor to town recently.

Mr. J. Graham, of the Sylvester Mfg. Co., here, recently returned from a trip to his old home in On-

tario. He reported quiet conditions in the East but stated that he had a very enjoyable visit. He was glad, however, to get back to Brandon and the West.

The Manson Campbell Co., and the Wm. Gray & Sons Co., both of Chatham, Ont., the former making fanning mills, kitchen cabinets, incubators, etc., and the latter manufacturing carriages and cutters, who jointly erected a warehouse at this point, recently moved into it. This is located on the C. P. R. track just east of the Overhead Bridge. The building is a four storey and basement structure, about 80 x 120 feet, with shipping platform on track. Mr. Wm. Atwell, manager of the Manson Campbell Co., here, reports a very successful season for his company.

The Brandon Electric Light Co. are now occupying their new building and have their plant running at its utmost capacity.

The new Winter Fair building is nearing completion and is expected to be ready for occupancy in December.

Threshing throughout the Brandon district is practically finished. Many farmers are busily engaged at their fall plowing and the splen-

did weather of the past month has aided them very materially in their work. Money is moving in from the country more freely than at our last report and the prospects are that collections will be very satisfactory from this district.

He Was Sore.

The following letter from a very irate, and much incensed dairyman who had probably been the victim of a catalogue house, and likely purchased one of the \$39.98 variety of separators appeared in an exchange a short time ago:

"Deer Sur: Yure blasted seperator has gon bung agen, it went alright for a copple of dase after yure Man fixt it, then it started woblin agen when we try to get up spede the kursed bole starts woblin and gumpin like a buck rabbit, nocks the plates of and what in, well, I'll wate, are you goen to do about it. I have to kart me milk 2 miles lonz these roten roads to Murphys for to separate. Moreover I have lost a, well, I'll wate, big lot of milk trying to separate with yure kurst infernal machien i Don't want to be disrespectable but if you don't fix up this ratling frawd quick and lively it will be wurs for you.

Ted Donovan."

HONEST ENDORSEMENT.

Disk Drills
Shoe Drills
Cultivators



Smoothing
and
Disk Harrows
and
Scufflers

You can back every sale of Deering farm machines and implements by an honest, conscientious endorsement. It pays to handle a line of that kind for when you sell a machine or implement you know that it will give satisfaction, and the purchaser will unhesitatingly recommend it to his neighbours. Handle the Deering line and get the business.

Deering Dealers have the advantage of carrying a stock of the following: Binders, reapers, mowers, tedders, hay loaders, hay rakes, gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders and binder twine.

For further particulars see blockman in your locality or write nearest general agent.

Western Canadian Branch Houses: Calgary, Alta.; Regina, Sask., and Winnipeg, Man.

International Harvester Company of America

(Incorporated)

Chicago

U. S. A.

Mixed Farming Means More Separators.

Mixed farming has had many advocates in the West of late years and their number is steadily growing season after season. Probably their combined efforts heretofore have not had as much effect as has been produced by the season now almost at an end.

While 1907 has been anything but a totally disastrous one as far as the crops are concerned, and while conditions here have been similar over the whole continent, nevertheless there are many who hold the opinion that a policy of mixed farming, especially in the older districts, would be infinitely more profitable for the country generally than the present system of devoting attention to cereal crops only.

Dairying seems to be the one branch of agriculture least affected by conditions of soil and climate, and in comparison with other kinds of farming has many advantages. It improves the land instead of wearing it out, because the products of the dairy that leave the farm permanently are not rich in plant food, as is the case with field crops, and it provides a fertilizer in the form of manure that is of immense value for enriching impoverished soil. It furnishes a profitable means of using certain farm products, such as grass and straw, that otherwise would be valueless. It provides a cheap by-product in the form of skimmed milk or whey, which can be very profitably fed to calves or other animals. It can be easily combined with any other form or forms of agriculture, and, best of all, it engages the farmer in paying work during the entire year.

In the development of dairying the hand cream separator has

taken and will continue to take a most important part. With this branch of agriculture growing in the West the possibilities for the sale of this machine are increasing continuously. Every dealer should have the agency for a reliable, up-to-date machine and push its sale. The cream separator is a farm implement and should be handled only by legitimate dealers. Unless members of the trade realize their obligations in this direction the peddler and the mail-order house will receive great encouragement in the handling of these machines and the trade will suffer in consequence.

Special Course in Dairying.

The winter dairy course given by the Dairy Department of the Manitoba Agricultural College will open January 17th 1908. Already a number of applicants have been received for this course, which indicates that the attendance this year will be the largest in the history of the school.

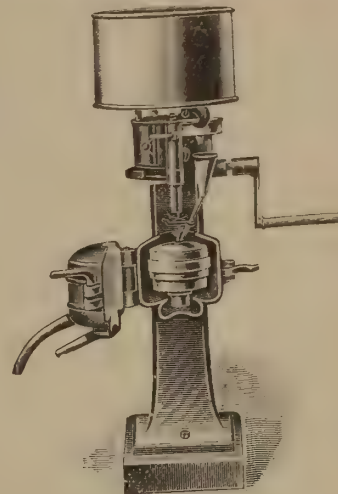
Several changes in the faculty of the school have been made since last year, and important additions have been made in the laboratories all of which should add interest and strength to the course. J. A. Gibson, who has had charge of the inspection of creameries in the province this year, will direct the work in the butter making-department while N. J. Kinneman, inspector of cheese factories, will again supervise the work in cheese-making. Instruction in milk testing and bacteriology will be given by Prof. W. J. Carson. A new course of instruction in the various methods of determining the water content in butter has been added in this department, and the laboratories have been fully equipped with the appli-

ances necessary for this purpose. Students will be given instruction in the use of the different methods so that they can make determinations of the water content in butter at their creameries. Owing to the fact that the over run in creameries is influenced almost entirely by the amount of moisture contained therein, and that legislation has been enacted by parliament in respect to the limit of such, special attention will be given to this phase of the work.

The strength of the college staff has been increased by the appointment of T. G. White B. S. A., as lecturer in chemistry, and J. A. Hand, B. S. A., as assistant to Principal Black, in field husbandry. Animal husbandry is now under the direction of Prof. Rutherford. In this department several fine specimens of the principal breeds of beef and dairy cattle have been added and students will have an excellent opportunity of studying and pointing out the characteristics of the different animals.

No entrance examination will be required of dairy students, but examination will be held at the close of the term. To secure a dairy certificate from the college the

MELOTTE Cream Separators



Are sold absolutely on their merits, that is why Melottes are easy to sell. They cost 75% less for repairs and renewals, oils, etc., than any of the so-called cheap machines. We have thousands of satisfied customers and agents throughout the West who will have no other machine.

Ask for our catalogue of
FLORENCE WOOD PUMPS.
Melotte Cream Separator Co. Ltd.
W. ANTLIFF, Manager.
WINNIPEG CALGARY
Agents for Ideal Gasoline Engines.

Quality and Durability

ARE FOUND IN

The National
Cream
Separators

The Raymond
Sewing
Machines

THE RAYMOND LINES

ARE REPUTATION BUILDERS AND TRADE GETTERS.

Write for Particulars and Agent's Terms

Raymond Mfg. Co. of Guelph, Ltd.

324-6 SMITH STREET, WINNIPEG.

PRINCE ALBERT

CALGARY

Sold
only
through
dealers

Omega Separator

The Separator That Makes Good and Stays Sold

You are interested above everything else in furnishing a separator to your customers that will work so well that you will never hear from it again.

Dealers who handle the Omega are never troubled with complaints.

Because it is so simple and so perfectly built, even inexperienced users have no trouble to "make it work."

The Omega has every other separator beaten on their talking points of clean skimming, easy cleaning and easy turning.

REMEMBER—Sold only to Dealers.

The Omega Separator Co., Lansing, Mich.

And no other separator compares with it in the ease with which you can take it apart and put together—stop bowl, take apart, clean and replace in three minutes.

No kit of tools needed, only a wrench.

Bowl has bearing both above and below.

Bowl drains itself, both milk and cream delivered at bottom.

Many Omegas have been working over fifteen years, and they are going all right yet.

Write for our proposition.

The Fairchild Co., Ltd., Winnipeg, Man.



student must have been in attendance during the full course, and he must obtain not less than 50 per cent on all his examinations. He will be required to spend at least six months in charge of a cheese factory or creamery, during which time he must report the operations of his factory monthly. Certificates will be granted only to candidates upon whose factory the college inspector makes a favorable report.

The entrance fee for the winter or summer course for residents of Manitoba is \$2, and for non-residents \$6. Students may enter the summer course any time after April 1st. For further particulars concerning the special dairy course address W. J. Carson, Agricultural College, Winnipeg.

Dealers in dairying districts and elsewhere throughout the province are asked to disseminate the foregoing information among their customers and the farming community in their district generally.

Edmonton.

Mr. James Grandy, of the De Laval Separator Co., here, recently visited Morinville in their interests.

Mr. Walter Hart, of the sales staff of the International Harvester Co., recently left for Chicago to attend the funeral of his father.

Mr. Geo. Middlemiss, of the Sawyer & Massey Co., has been appointed their collector for Northern Alberta. His headquarters will be at Edmonton.

Mr. R. C. Switzer, of the Watrous Engine Works Co., of Winnipeg, was a visitor to the capital a short time ago. He reports a very successful fall's business.

Mr. John Rea, who for some time has been connected with the Bellamy Co., has accepted a position with the Customs Department at this point.

Mr. E. Gorman, proprietor of the Alberta Automobile Co., of this city, recently returned from an extended visit to Vancouver and other Pacific coast cities. He was accompanied by his wife, and reports a very enjoyable trip.

Mr. T. Condie, recently with the International Harvester Co., here, has accepted a position as manager of the transfer department of the Massey-Harris Co., at this point.

Messrs. D. McKinnon, of the Manuel Co., and H. A. Luddick, of the International Harvester Co., recently made a trip to the Edison district in search of gasoline engine business.

Mr. Theo Nemirsky, implement dealer at Wostok, Alta., paid a visit to the capital since our last report. He states hay is being put up by the farmers of that district in large quantities.

Mr. S. A. McMillan, of the travelling force of the International Harvester Co., recently visited Stony Plain and other points in that neighborhood. He reports farmers busy with threshing.

Mr. W. J. Warren, representing A. C. McRae, of Winnipeg in the interests of the Mount Forest Carriage Co., recently spent a few days here. He left by C. N. R. for the East, covering a large number of points. Despite the unfavorable season Mr. Warren reports an excellent demand for the lines he handles.

Mr. Wm. Antliff, manager of the Melotte Cream Separator Co., Winnipeg, paid a visit to this city during the past month. He was accompanied by Mr. D. J. Hutchison, his firm's representative in Alberta. They report a good trade in their various lines, and stated that their new gasoline engine, varying in sizes from 1½ h.p. to 2 h.p., was proving very popular with farmers. It is argued that this engine is just the type needed to operate a cream separator or a small feed mill. Mr. Antliff returned to Winnipeg by way of Calgary and Regina.

Mr. W. J. McCallum, of the International Harvester Co., here, is at present looking after yearly settlements with the company's various agents in the different districts. He reports himself as much encouraged at the manner in which dealers are redeeming their paper, which he says is an excellent indication of the country's prosperity,

despite reports of pessimists to the contrary.

Manuel & Co. recently unloaded a carload of cutters. These make a splendid showing in their spacious warerooms.

During the latter part of October and the early part of November, this country experienced fine weather giving farmers an opportunity to stack and thresh their grain. Large quantities of oats are being marketed at all points in this territory, for which farmers are receiving profitable prices.

Crippling Trade.

In a report to the Department of Trade and Commerce Mr. Ross, agent at Melbourne, says there has been a renewal of the criticism of the Canadian manner of doing business, particularly owing to their failure to send catalogues when approached for information as to lines of goods which they have to export. This delay in giving information is in marked contrast to the smart American way of doing business. The very slow delivery of orders placed in Canada is also operating seriously against the development of trade with Canada. As to the Canadian preference proposals he says:

"The preliminary proposals made on behalf of the Canadian government for a reciprocal trade agreement with the Australian government were submitted to the acting prime minister on Aug. 20 with a request that the negotiations should be entered upon at the earliest opportunity. The schedule under which is enumerated the lines of goods and products to which Australian preference is proposed to be extended is rather limited in extent and in value of the preference. It is by no means so comprehensive as the preferential rates granted by Canada upon the goods and products of the mother country. The introduction of the new tariff caused an immediate increase on all lines of merchandise affected by the higher duties."

A New Connection.

Another addition to the growing list of cream separators on this market gives dealers and users another choice in making their selections. Mr. C. C. Macdonald, of this city, who has been handling the Capital separators, made by the National Mfg. Co., of Pembroke, Ont., and Toronto, recently gave it up. His reason for this action, we understand, is due to the decision of the manufacturers to peddle their machines through the West by wagon. He has secured the sole agency in Western Canada for the Standard, a chain drive machine built by the Standard Separator Co., of Chicago, Ill. The manufacturers claim that the chain drive has many points of superiority when compared with the gear drive. The bowl of the Standard is very different in construction from other makes. By the use of a patented accelerator in the bottom of the bowl the milk is partially skimmed, after which it is carried up and a thorough separation takes place among a series of curved discs. These discs are something entirely new in design. They are so constructed that the bowl of the Standard is only about one-half the depth of others of like capacity. Each disc is semi-spherical in shape, with four V shaped cream slots, to permit the cream to discharge from the bowl. In other features the catalogue of the manufacturers presents many points of interest in the manufacture of these machines. Dealers desiring further information should write Mr. Macdonald, Bannatyne Ave., East, this city.

Donation to College.

During the past month the Manitoba Agricultural College was presented with a manure spreader by the International Harvester Co., while the J. I. Case T. M. Co., donated one of their 15 h.p. traction engines. The latter is fitted with all modern engine appliances, including coal and wood grates in addition to the straw burner. The Case people have further promised to exchange the engine for one of the latest model whenever any marked improvement in their engine construction is adopted.

"Well, well," said the absent-minded professor, as he stood knee-deep in the bath-tub, "what did I get in here for?"

**Central
Business College**

WINNIPEG, MAN.

Write for Catalogue.

FOR SALE

Implement business in thriving Saskatchewan town. Turnover \$19,000 annually. Warehouse 20 x 85, shingle roof. Office building 14 x 32. Low price for quick sale. Terms arranged. Orders on hand for \$1500 worth of goods for spring delivery. Write now.

Reply "A"

CANADIAN FARM IMPLEMENTS

901 Union Bank Building

Winnipeg

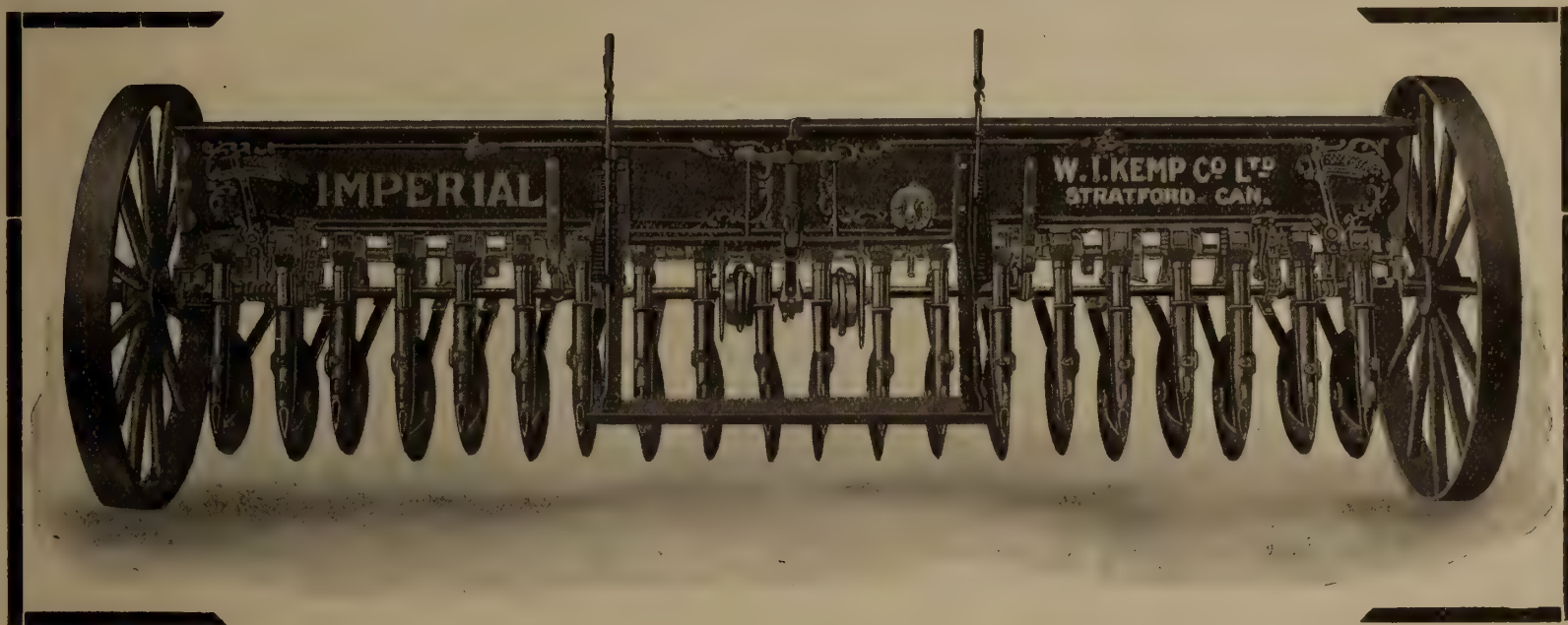
If It Attracts the Farmer It's a Seller

And Just What the Dealer Wants On His Floor. That's What the

Imperial Disc Drill

Will Do Every Time—There's a Reason—Be Sure That You

Secure a Contract for the Imperial at once.



*The
Horse
Lift
and
Foot
Board
Did It*

(Patented features that others would like to use)

*Does
Your
Drill
Have
Them?*

*A Contract for the Sale of the
Imperial will guarantee you the
Drill business in your territory.*

WHY THE IMPERIAL ATTRACTS THE FARMER.

It has a HORSE LIFT, means by which the horses lift the discs while the drill is in motion, instead of stopping the team and taking time to lift the discs by hand—the old-fashioned way.

The Operator simply touches the levers in centre of drill (see those little levers conveniently placed above foot-board) and the horses do the rest. It means the discs are raised and lowered automatically without the waste of time to stop team.

A boy can operate it as well as a man and do good work.

It has a FOOT BOARD in place of seat, which enables the driver to step on or off, at will, without stopping the team. Also a great convenience for small persons when filling seed box.

It has PERFECTLY CHILLED DISC BEARINGS, chilled in reality, not only in name. This means that the bearings can go a whole season with but one oiling, and not show any wear. Bearings that are warranted to last as long as the discs.

It has an ADJUSTABLE DRAG BAR. This, too, is something new and its real value cannot be appreciated until once used. It means that the seed rows can be kept evenly spaced in all kinds of soil.

Our Handsome Drill Catalog, showing the IMPERIAL, in colors, speaks of MORE GOOD FEATURES. Write for our Catalog and Drill proposition.

Sales Agents for the Canadian West,
Parlin & Orendorff
Canadian Plow Co.,
Regina WINNIPEG Calgary

MANUFACTURED BY
The W. I. Kemp Co. Ltd.,
STRATFORD, Canada.

Calgary.

Mr. L. L. Searles, of the credit department of the International Harvester Co., Chicago, was a business visitor in Calgary during the past month.

Mr. J. A. Brookbank, manager of the International Harvester Co., spent a few days in Regina on business recently.

Mr. J. P. Minhinnick, general agent of Frost & Wood Co., here, spent some weeks on his annual trip over the British Columbia territory, including coast points.

Mr. Geo. Granger, of London, Ont., superintendent of John Campbell & Son Carriage Co., spent a short time in the city on business, leaving here for British Columbia points, including coast cities.

Mr. J. McWhinney, who for some time past has represented the Northwest Thresher Co., at Calgary, was recently transferred to one of the branches in the United States. He has been succeeded here by Mr. J. Bonnycastle.

Messrs. J. A. Ruby, Didsbury; J. A. Simpson, Innisfail; A. F. Grady, Macleod; M. McHardy, Okotoks, and George Becker, Crossfield, were a few of the provincial representative dealers visiting Calgary during the past month.

Mr. R. C. Thomas, one of our well-known implement dealers has returned after a three months' trip to Europe. He travelled extensively over the British Isles and visited a large number of points in the United States and Canada on his return.

Mr. J. A. Latimer, manager of the Cockshutt Plow Co., spent some two or three weeks in British Columbia, returning to Calgary the beginning of the month. He again left for an additional three weeks' trip to the coast province a short time ago.

The next Dominion Fair is to be held in Calgary in 1908. The probable dates are the latter week of June and first week in July. Every effort is being put forth to make the fair one of the most successful Dominion Fairs ever held. Fuller particulars will be given later.

The following representatives of the Calgary wholesale implement firms spent considerable time during the past month in British Columbia on their regular trips in that territory: Messrs. J. A. Brookbank, manager, International Harvester Co., S. H. Roe, manager, Tudhope, Anderson & Co., H. A. Dunn, manager, Fairchild Co.,

Mr. T. A. Drummond, manager of the American-Abell Engine and Threshing Machine Co., of Toronto, accompanied by Mrs. Drummond, spent a short time in Calgary recently. They were combining business with pleasure, and inspected all the branches of the company in the province. While in the city Mr. Drummond looked over a number of sites suitable for a warehouse and it is understood it is the intention of the company to erect a warehouse in Calgary in the near future.

From all over Southern and Central Alberta, where fall wheat is largely grown, excellent reports are coming in regard the progress of the wheat crop for next season.

Mr. J. M. Reid, manager of the Ontario Wind Engine & Pump

Co., at Winnipeg, together with Mr. S. H. Chapman, President of the same company at Toronto, were business visitors in Calgary recently, inspecting the local branch.

Mr. A. J. Irving, who for some time has had charge of the collection department of the Massey-Harris Co., here, was recently appointed to the position of blockman for the same company in the Lethbridge territory. He had a large number of friends and will be greatly missed in this city. He has been succeeded here by Mr. W. J. McLean who has spent some years with the same firm in Montreal. Mr. McLean with his wife and family arrived in Calgary on Oct. 30th.

The weather in Alberta for the last six weeks has been ideal and good progress has been made in threshing. Excellent reports have been received from practically the whole of Southern Alberta, while in the North, although not quite so favorable, conditions are much better than were at first anticipated. Collections are beginning to move and with the increased price of grain, it is expected that on the whole, conditions will be as good as in former years. A great deal of plowing has been done for spring, and if the weather continues as it has been, the percentage of land plowed this fall will be considerably greater than in past seasons.

The fine new warehouse of the J. I. Case Threshing Machine Co., is rapidly nearing completion, and the company expect to enter their new quarters some time this month. A private spur has been completed into their yard and warehouse.

Mr. H. W. White, who formerly had charge of the Canadian Moline Plow Co. here, and who is one of the best known implement men in Western Canada, has for the last year been devoting his attention to civic politics. He was one of the Aldermen elected to represent Ward Two for 1907, and has made such a reputation for himself that at a recent meeting of the City Council, when it was decided to handle the city's business by a commission of three, Alderman White was one of the three chosen, and he will commence his duties on December 1st. A salary of \$2,500 a year is connected with this position.

The 100,000 Club of Calgary conducted an excursion from Cal-

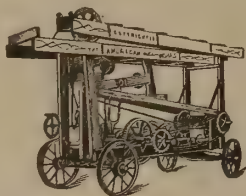
gary to Edmonton and intervening points, also visiting points on the Lacombe Branch as far as Stettler. The excursion lasted three days, October 30th, 31st, and November 1st. Stops were made at all the important points between Calgary and Edmonton, consisting of Airdrie, Crossfield, Carstairs, Didsbury, Olds, Bowden, Innisfail, Penhold, Red Deer, Wetaskiwin, Ponoka, Lacombe, Alix, and Stettler. These stops varied from half an hour to two hours and were made in order to give the visitors an opportunity to visit the different towns and transact any business they might have to look after. In the neighborhood of two hundred took advantage of the excursion and it was an unqualified success. Among the implement representatives to accompany the excursion were: Messrs. E. M. McCammon, J. I. Case Threshing Co.; W. G. Hunt, Massey Harris Co.; W. E. Hall, Frost & Wood Co.; W. J. McLean, of the collection department of the Massey Harris Co., and H. W. White of Western Automobile Co.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held on Saturday evening, November 2nd, with a goodly number of members present. A number of important matters were dealt with and a favorable report was received from the Legislative Committee who have charge of the proposed amendment to the Lien Law act. The association has been largely instrumental in having a new system of cartage inaugurated in Calgary along the lines similar to that in force in Winnipeg. For some years a most unsatisfactory state of affairs has existed at the C. P. R. freight sheds, where the handling of outgoing freight was not at all satisfactory to the shippers. It was almost a daily occurrence to see a large number of loaded drays waiting to get to the doors to deliver their freight and having to spend from one to five hours in trying to get their load off. This has been an item of great expense to the shippers of Calgary, as on some shipments the cartage alone would amount from five to ten cents per hundred pounds owing to the delay. The C. P. R. has now completed arrangements with the Pacific Cartage Company to handle the outgoing local shipments the same as at Winnipeg, and the rate charged is a flat rate of three cents per hundred on implements, which is indeed most satisfactory to the shippers concerned.

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Winnipeg Representative:

T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

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We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.

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Highest Awards at Centennial, Paris
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Eastern Moline Plow Co. - Indianapolis, Ind.
California Moline Plow Co. - Stockton, Cal.
Western Moline Plow Co. - Salt Lake City, Utah
Colorado Moline Plow Co. - Denver, Colorado

Southern Moline Plow Co. - New Orleans, La.
Oklahoma Moline Plow Co. - Oklahoma City, Okla.
Dakota Moline Plow Co. - Sioux Falls, S. D.
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Every machine is built of the best materials we can procure.
No other cleaner can compare with the "Hero" for reliability and efficiency.
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If you want the grain separator trade of your district handle the "Hero."
Remember we protect you and give you the best machine of its kind offered the public.

Catalogues and full information on request.

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Tiger Drills



All styles—Shoe Drills, Single and Double Disc Drills
Made with Heavy Angle Steel Frame. Two axles,
hung to frame with Pivoted boxings—Never out
of line.

Will sow any kind of seed, absolutely accurately.

All Drills made with double levers, which never get
out of place.

Best Disc boxing made; dust proof under all conditions.

Write for 1908 prices.

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J. S. ROWELL MFG. CO.
BEAVER DAM WISCONSIN

The STEWART-NELSON CO. Ltd.

GENERAL AGENTS, WINNIPEG

Mount Forest Carriage Co's Cutters and Carriages



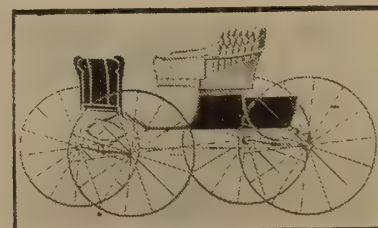
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One of our 27 styles of cutters and
pleasure sleighs.

are strong, stylish and
serviceable.

Every job made to give
perfect satisfaction to the
purchaser. Sure trade
winners for live dealers.
Most up-to-date designs,
and superior wearing finish.

Patent adjustable bot-
toms in all buggies. Fea-
tures that make Mount
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for dealers to handle.

Let us send you catalog
and 1908 terms.



No. 119—"FOREST KING"
One of our 52 styles of buggies and
carriages.

A. C. McRAE

Western Representative

Winnipeg

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by

Canadian Farm Implements, Ltd.

F. D. BLAKELY, Manager

901-2 UNION BANK BUILDING,
WINNIPEG, CANADA

Telephone 518

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CORRESPONDENCE

solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

NOVEMBER, 1907.

Stop the Drifting.

Collections are now the order of the day. Every business man in the West is in an anxious state of mind concerning the redemption of his outstanding paper, and each is eager to know how his competitors are faring. From what we have been able to learn in our journeyings among members of the wholesale trade locally, we find that money is not being received by the various companies, as a rule, in such quantities as to warrant settlements being characterized as satisfactory. Going behind the jobbers and out into the country among the retail dealers we find practically identical conditions, viz., farmers are not liquidating their indebtedness on maturity.

This is a condition of a most serious nature and one bound to hamper the retail dealer in future transactions. As week succeeds week and month follows month we become more and more impressed with the necessity for some concerted action on the part of the dealers of the West whereby farmers will be made to realize their responsibilities and meet their obligations when their paper

reaches maturity, or failing this, to make a partial payment on their indebtedness and give a short date note for the balance.

Among members of the trade it is agreed that the policy of allowing farmers paper to drift along without regard to due date has got to stop. Dealers must become more fully seized with their responsibilities in order to reform present conditions. No farmer should be permitted to allow his account to run along month after month, when it is past due, without making some reductions on it and paying the highest legal rate of interest.

The present state of the financial market may, in a measure, be traced to the wholesale disregard of obligations rampant over the entire country. The influence of this condition has encouraged a decided looseness in the matter of meeting obligations when they are due. Dealers in the various towns of the West should get together on this proposition and come to an agreement which will result in the farmers carrying out contracts entered into for the payment of debts.

Remuneration of Jurors.

While to some it may seem beyond our province to discuss such a matter as jurors' remuneration, still in our opinion, in this instance, we feel justified in giving expression to our views. Inasmuch as members of the wholesale and retail implement trade are frequently called upon to act on these bodies, and whereas no business man, a subject of the Crown, is exempt from such duties when called upon to act, except he be in ill health, we feel that the subject at once comes within our scope and is one to which we may freely turn our attention. Not only do we protest against the low recompense awarded jurymen, but we also desire to raise our voice against the holding of the Assizes at the seasons they are generally convened.

In the matter of allowances jurors receive, let us take the case of a jurymen in Manitoba, summoned to attend at Winnipeg. He gets his railway fare and return, ten cents per mile one way if he has to drive in from the country to the nearest station, and three dollars per day while he is on duty in the city.

Out of the latter sum every jurymen must meet his own ac-

commodation and living expenses at the average hotel in Winnipeg. This cannot be done for less than two dollars per day. Then in addition he has carfares, etc., and other incidental expenses of city life, so that when the session comes to a termination and he has returned to his home, on squaring up his accounts he finds practically nothing for his time in rendering service to the government. In fact when he carefully considers what he has lost by being absent from his business or his farm work, as a rule, he find himself considerably out of pocket.

Is it fair to ask any man for his time without giving him proper compensation for his work and his absence from his own interests, which would net him considerably more profit? Is it not time that this condition was remedied and every man who is compelled to act on a jury paid such remuneration as is commensurate with the time he is away from his own business affairs? The present rate per day should be advanced to at least five dollars, which, when board and lodgings are deducted, leaves little enough in the way of compensation. In support of this we submit the fact that agricultural lecturers, live stock judges, and farmers' institute workers are compensated at this rate when they are touring through the towns and villages of the country and, in addition their expenses are paid by those employing them, or they have an additional allowance for this purpose.

Now in reference to the time of convening grand and petty juries. In almost all cases the Assizes meet during late spring and fall. To the business man and farmer these seasons are not suitable. It prevents the one from looking after his early deliveries of goods and later his collections, while it hampers the other in the early work essential to a successful crop and subsequently hinders him in his fall plowing, or his threshing, or in getting his grain marketed. Would it not be infinitely better to hold the Assizes during the winter months when the farmer or retail dealer can best afford to be away, and during the dog days of the summer season when the crop is growing and when trade is almost at a standstill? Both farmers and business men could better spare the time at these seasons than at those at which the sessions are now held.

Unions Should be Incorporated.

It is singularly noticeable to the close observer the antipathy with which labor leaders receive the suggestion of incorporation of their organizations. They at once assume a position of implacable hostility and no action or argument can convince them otherwise.

Among men who have given the subject close attention, it is contended that the incorporation of labor unions would result in wiping out many of the labor abuses of the present day, for which unions are wholly responsible.

Incorporations of these organizations would bring responsibility for union transgressions; it would compel unions to give stricter regard to pledges and contracts; it would be the means of creating a greater spirit of fairness between employers and employees, and would bring about the discrediting of those demagogic individuals who, in most cases, are to be found at the head of labor organizations, and who are largely responsible for the evils of unionism.

It would simply be granting a fair deal to the employer and to the public to compel labor organizations to be incorporated. If an employer abrogates a contract he is at once liable to personal suit from a member of the union, or the company with which he is connected may be sued for any damage which may have resulted to the worker from such breach of contract, but the employer has no such redress when the violation of contract is by the employee, when the latter is working under a contract made by the executive of the union of which he is a member.

The principal objection taken by trades unionists to compulsory incorporation is the fact that it would make the union liable for the acts of any individual member. We really cannot see why serious objection should be taken on this account unless the unions fear the resultant consequences. If a man is a member of any organization he should be, in a measure, responsible for the actions of that organization or its leaders.

A compulsory incorporation law would be of benefit to employers of labor all over Canada, and should work no injustice to the labor unions that are aiming to bring about the genuine betterment of labor interests.

Reformation of Terms Necessary.

With the determined effort to reduce credits in Western Canada an opportunity is presented dealers for bringing about a considerable reformation in their terms. Past years have evidenced the laxity in this connection, and, now when credit revision is taking place would it not be wise to turn some attention to terms?

We notice by the trade press of the United States that the implement manufacturers have grappled with the question and made several important recommendations concerning it. In plows and kindred lines they advocate that maturities be advanced to dates now given as cash discount dates, that cash discount be 1 per cent. per month with a maximum of five months; additional payment to take discount at the rate of 8 per cent. per annum; interest to be taken at highest legal rate for deferred payments, that these terms be effective on all contracts for fall business of 1908; that there be an immediate advance of one month in maturities of sales yet to be made for spring business, and that these same terms apply to planters, disc harrows, etc.

In all other lines handled by the dealers of the South some corresponding advance was made, either in making the maturity of paper earlier, reducing the rate of cash discount, or by increasing the rate of interest on deferred payments.

Western dealers can take a lesson from this action. They are fully cognizant of conditions and know the need for a revision of their terms. Now would be an opportune season to inaugurate it.

Depends on Dealers.

We have had one or two letters lately in reference to the formation of a dealers' association in Western Canada. From these letters it is apparent that the writers expect Canadian Farm Implements to create such an organization. We take this opportunity of again reiterating the fact that the successful formation of such an association does not depend upon anything this publication may have to say, but wholly and entirely upon the implement and vehicle dealers of the country. Unless every man in the trade, or the greater proportion of them, can be made to realize the value of such a body it is impossible to make it the success it should be.

Canadian Farm Implements is ready and willing to do everything possible to inaugurate such an association but, as we said some months ago, the initiative must be taken by the implement dealers of the country. Any other of our readers who have views to express regarding such a union we shall be pleased to hear from and glad to give their opinions space in our columns.

Christmas Stocks.

Ere another issue of this publication reaches our readers Christmas will be but a few days off. Now is the time for dealers to think of adding a few holiday lines. We are quite well aware that the implement and vehicle business does not readily lend itself to sales of holiday goods, and we do know that there are few dealers who care to incur any expense in giving this suggestion a trial. The excellence of this procedure may be questioned but, we believe, that there are a number of lines that can be very profitably brought to the attention of the buying public at Christmas time by the man engaged in retailing agricultural implements and vehicles.

To the dealer situated in the larger towns this is of more interest, for the reason that he has a larger community to draw upon for his customers than the man located in the small village. Any dealer who handles high grade cutters and buggies, advertises them, and shows them to the best advantage should reap remunerative profits, and to the man who stocks harness and saddlery goods there is a greater opportunity for making sales at this season. With his harness, robes, horse blankets, whips, etc., he should be able to draw a very satisfactory amount of holiday trade. Dealers should not forget that carriage heaters, washing machines, wagon seats, and many other useful articles of like nature make most acceptable Christmas gifts. In order to give holiday goods a fair trial this year now is the time to make the necessary preparations for it.

Judge (to prisoner just condemned to death): "You have the legal right to express a last wish, and if it is possible it will be granted."

Prisoner (a barber): "I should like just once more to be allowed to shave the Attorney-General."

Catalogue of Good Seeds.

A work that merits the aid and encouragement of every dealer is the "Seed Fair," as inaugurated and developed by the seed division of the Dominion Department of Agriculture. The representatives of the seed branch in the West, viz., E. D. Eddy, for Manitoba, Harris McFayden, for Saskatchewan, and W. C. McKillican, for Alberta and British Columbia, are now completing arrangements for their winter series of fairs. Dealers are asked to lend their assistance to interest the farmers and the various local agricultural societies in their districts.

Speaking for Manitoba, Mr. Eddy, who is now arranging his campaign would like those societies desirous of undertaking this work to so inform him at the earliest possible date. The Seed Branch, we understand, supplies judges and lecturers free of charge as well as looking after various other details in the promotion of a successful show.

In view of the conditions of this season dealers can clearly see the necessity for having much of the good seed exhibited. This will enable farmers in other districts to secure perfect grain for seeding purposes. In order to facilitate this it was decided by the representatives of the Seed Branch, who held a meeting at Regina recently, to issue a circular on or about March 1st next, or, if possible, before, cataloguing all the grain that wins prizes at their different fairs. This catalogue, as intended, will be in tabulated form and will give particulars of each exhibit as to the prizes won, number of points secured out of a possible 100, weight per measured bushel, percentage germination, all special points of merit, defects, number of bushels exhibitor has for sale, price per bushel, class and variety, and the name and address of the exhibitor. In issuing this catalogue or bulletin the Seed Branch will make every effort to guard against any entering samples that are not worthy of a place, but the exhibitors, and they only, are responsible for supplying grain as per sample exhibited at any seed fair.

Dealers, alive to their own interests, as well as those of the farmer upon whose success their own success depends, will greatly assist by letting farmers know of these fairs and the purpose the representatives have in view.

Personals.

Mr. William Harris has opened up in the implement and vehicle business at Asquith, Sask.

Mr. John Mooney, implement dealer at Cartwright, Man., has sold out to Mr. J. A. Moffat.

It is reported that Paulin Bros., dealers at Treherne, Man., are retiring from business.

Mr. W. J. Gibson is the name of a new dealer who recently started at Napinka, Man.

Mr. W. E. Bingham has taken over the implement and vehicle business of Sydney Martin, at Baldur, Man.

It is reported that Case and Sullivan, implement dealers at Hardisty, Sask., have dissolved partnership.

The McLaughlin Carriage Co., of Oshawa, Ont., recently increased their stock from \$400,000 to \$1,500,000.

Mr. H. H. Kohlman, manager of the Fairchild Co., at Regina, was in the city for a few days the latter part of October.

Mr. John A. Hartman, of the Hamburg Wagon Co., was recently in the West in the interests of his Company.

Mr. M. Bevin is said to have succeeded to the implement business of Miller & Anderson, at Claresholm, Alta.

The firm of Christopher & Dodds, implement agents at Wawota, Sask., has been succeeded by Mr. A. P. McNichol.

It is reported that Inglis Bros., implement dealers at Camrose, Alta., have been succeeded by a firm known as Thompson & Code.

Mr. C. V. Cameron, who has been engaged in the implement business at Okotoks, Alta., has been succeeded by Mr. George Clarke.

Mr. R. J. Haly, who took over the business of the late Festus C. Chapin, at Hartney, Man., has been succeeded by a firm known as Schraff & Haley.

Mr. Anson Abbott has succeeded to the agricultural implement and vehicle business of the Fielding & Maymount Implement Co., at Fielding, Sask.

There has been a dissolution of partnership in the implement firm of Smith & Dafoe, at Vonda, Sask., Mr. J. Smith is retiring.

The Manitoba Iron Works, Limited, of Winnipeg, have made application to have their capital stock increased from \$150,000 to \$500,000.

Mr. H. H. Rogers, assistant manager of the Canadian Moline Plow Co., was recently on a trip along the Canadian Northern Ry., in the interests of his company.

Winram & Foley, of Killarney, Man., recently took a partner in Mr. A. Burrows. The concern will in future be known as Winram, Foley & Burrows.

Mr. George Kellett, who has been carrying on an implement and lumber business at Carlyle, Sask., recently sold out to a firm known as Keith & Lawrence.

Mr. W. D. Bentley, representative in Western Canada for the David Bradley Mfg. Co., of Bradley, Ill., recently made a trip up the Canadian Northern Ry., as far as Dauphin, Man.

The Western Iron Works, Limited, recently applied for an increase in their capital stock from \$100,000 to \$300,000, the increase in capital to consist of 8,000 shares at par value of \$25 each.

Mr. P. J. Roach is touring the West in the interests of the Baynes Carriage Co., of Hamilton, Ont. He expects to visit many intermediate, as well as the principal points throughout the country.

Mr. William Hilborn, President of the Ayr-American Plow Co., of Ayr, Ont., was in the city recently and while here closed a contract

with Tudhope, Anderson & Co. to handle his line of boss harrows, pulverizers, stump pullers, wheelbarrows, etc., in the prairie provinces.

Mr. Ed. S. Strachan, manager of the Jno. Watson Mfg. Co., here, returned to the city a short time ago from a visit to Portage la Prairie, Carberry, Brandon, Neepawa, and several other points. While he reported collections very slow he stated both farmers and dealers in the districts he visited were very well satisfied with the season's operations.

Mr. Fred C. Chapman, assistant sales manager of the Ontario Wind Engine & Pump Co., Toronto, recently spent a week at the factory of the Chas. Stickney Co., at St. Paul, Minn., and then came on for a few days' visit with the local branch of the company here. Mr. Chapman was greatly pleased with Winnipeg as a city, and thoroughly enjoyed his stay in town.

Mr. John S. Firth, who for a considerable period has represented the Lamb Fence Co., of London, Ont., recently resigned to become Western representative of the Brantford Cordage Co., of Brantford, Ont. Mr. Firth will have his office with the Stewart-Nelson Co., at the corner of Logan Avenue and Nena Street. We wish him

every success in his new field of labor.

Mr. L. S. Parsons, President and General Manager of the Kelly & Tanneyhill Co., of well machinery, etc., who are represented in this country by the Ontario Wind Engine & Pump Co., was in the city on a visit to the latter concern. He stayed only a short time on this trip, but if his firm's trade in this territory continues to grow as it has done in the past months he will be compelled to visit this country more frequently and stay longer.

Mr. C. S. Tyrrell, manager of the Well Machine & Windmill Co., recently got back to his office from a business trip through the West. During it he visited Brandon, Regina, Saskatoon, and other points between the latter city and Lloydminster. Speaking of conditions he said trade was somewhat quiet at the present time, doubtless largely due to the continued stringency of the money market. He is satisfied that next season will see a bigger demand than ever for well-drilling machinery, especially in Saskatchewan, where the Government bonus is proving exceedingly attractive to well drillers.

Since our last issue appeared Mr. W. H. Stacy, secretary of the J. S. Rowell Mfg. Co., of Beaver Dam, Wis., visited Winnipeg while here he closed a contract with the Stewart-Nelson Co., for representation in this territory. This company, who make the well-known line of Tiger drills, were formerly represented by Wm. Johnston Co., but when the latter sold out the change above noted resulted. In securing this agency the Stewart-Nelson Co., are making another splendid addition to their popular line, which is now almost complete. Mr. Stacy was exceedingly well satisfied with securing this connection and returned home well pleased with his trip's results.

The firm of Matchett & Hampton, at Sedgewick, Alta., recently suffered a fire loss of about \$4,000, carrying only \$1,800 of insurance.

We note in a press report that the gold fever struck Sedgewick and that Mr. E. F. Matchett, the well-known member of the foregoing firm, had staked what is considered as a very valuable claim. We hope Mr. Matchett is the fortunate possessor of such a property but in the meantime we regret that this concern did not carry more insurance on such a valuable investment.

Mr. A. Guilbert, dealer at Letellier, Man., suffered a serious loss by fire during the past month. Just what this amounted to, or what insurance he had, or whether he had any, we are unable to state at this writing.

Contrary to most rumors, that which appeared in our October issue relative to the organization of a new company to take over the business of B. Bell & Son, of St. George, Ont., was not without foundation. Several gentlemen, prominent in Eastern implement circles, recently made application for an Ontario charter for the new company, which will be known as The B. Bell & Son Co. Limited, and which has a capitalization of \$100,000. The new organization will take over the entire plant and business formerly conducted by the old firm and will move the head office of the firm from St. George to Toronto. Mr. Frank Bell, who occupied a similar position with the old company, will be president and general manager of the new. With the completion of the electric railway through St. George, this company will enjoy much better shipping facilities than in the past. The Ontario Wind Engine & Pump Co., of Winnipeg will be Western representatives of the new firm.

Mr. Fred Darling, manager of jobbing sales for the Omega Separator Co., of Lansing, Mich., who has his headquarters at St. Paul, Minn., was in Winnipeg for several days during the past month. While here he was the guest of the Fairchild Co., who handle his firm's separator for Western Canada. He accompanied Mr. A. E. Wayte, of the Fairchild Co., travelling staff on a trip through a portion of his territory. Mr. Darling was on his way through to the coast states in the interests of his company. En route he stopped off at Regina and Calgary. He was exceedingly optimistic about the outlook for cream separator business in Western Canada in the future, declaring that grain farmers are becoming more and more alive to the necessity of having a few dairy cows from which they can reap a harvest twice a day every day in the year. It was good to meet the genial Fred, with his inexhaustible optimism.

Mr. R. McKenzie, Manager of the McLaughlin Carriage Co., of this city, recently returned from a visit to the factory of the company at Oshawa, Ont. He reports

THE NORTH-WESTERN LINE

\$40 Round Trip to Eastern Canada

Tickets on sale December 1st to 31st. Good for return three months from date of sale.

The Best Service, Finest Passenger Equipment in the world will be found on the North-Western Line

Minneapolis, St. Paul to Chicago

Four Fine Fast Trains Daily

For Special Canadian Excursion Pamphlet and any information desired about rates, time of trains, etc., write to

GEO. A. LEE,
General Agent, 215 McDermot Ave
WINNIPEG.

THE NORTH-WESTERN LINE

the plant working up to its full capacity. The company are making splendid progress in the automobile department. The new wing of their building erected for this purpose is completed, machinery installed, and a staff of men at work. Mr. McKenzie informed us that they would be in the business strong next spring, and that the local headquarters of the company would also be headquarters for their Western automobile business. He visited Toronto for several days and returned home by way of Detroit, Chicago and St. Paul, after a most enjoyable, though busy trip.

Mr. W May, floor salesman for the Cockshutt Plow Co., recently returned to the city from a visit to several Manitoba points.

Mr. F. Cockshutt, President of the Cockshutt Plow Co., of Brantford, Ont., recently made a combined business and pleasure trip through the West. While in the prairie provinces he visited a number of the company's agencies at different points, subsequently going through to the coast and later

visiting the famous Okanagan valley, where he spent several days. On his way he stopped off at Calgary and Regina, being met at the latter point by Mr. E. A. Mott, Western Manager at Winnipeg, who accompanied him East as far as the Gateway. He had a most enjoyable time and returned home well satisfied with results.

Mr. Wm Antliff, manager of the Melotte Cream Separator Co., of this city, recently returned to his desk from an extended trip to Western points. He called at Regina, Calgary and Edmonton, stopping off at many intermediate points en route. While in Alberta he was accompanied by Messrs. Hutchinson and Scott, his travellers in that territory, while Mr. I. Wood was with him in Saskatchewan. He reports a very satisfactory trip.

Mr. Fred Weed, manager of the De Laval Separator Co., here, recently returned from a trip to the factory of the company at Poughkeepsie, N. Y. While away he visited Chicago and New York.

Mr. C. D. Velie, of the Deere & Webber Co., of Minneapolis, Minn., recently visited Mr. H. W. Hutchinson, of the Fairchild Co., for a few days.

Mr. J. E. Ruby, manager of the Frost & Wood Co., returned to the office a few days ago from a visit to Brandon and points in south-eastern Saskatchewan.

Mr. A. B. McLeod, of McLeod & Hanley, implement dealers at Brandon, Man., was in town attending the funeral of the late Hon. S. W. McInnes, on Nov. 7th.

Mr. Thos. Wadge, manager of the Hero Mfg. Co., of this city, returned to his office a short time ago from a visit to Minneapolis, Minn.

Mr. J. M. Reid, manager of the Ontario Wind Engine & Pump Co., accompanied by Mr. S. H. Chapman, of Toronto, president of the company, recently made a trip as far West as Edmonton. They visited Regina, Saskatoon, and other points.

Mr. Robert Walker, of the travelling staff of the J. B. Armstrong Mfg. Co., of Guelph, Ont., whose line of carriages and cutters are handled by the Cockshutt Plow Co., recently returned East from an extended trip through the West in the interests of the Cockshutt people.

Mr. H. W. Fleury, President of J. Fleury's Sons, Aurora, Ont., was in town for several days during the past month, calling on the Fairchild Co., who represent his company in Western Canada. He had little to say regarding con-

ditions in the East except that manufacturers were feeling the money stringency most keenly.

Mr. C. L. Messecar, general manager of the Brantford Cordage Co., of Brantford, Ont., was in the West recently for the purpose of concluding arrangements for representation in this territory with Mr. H. R. Lamb, which is reported in another paragraph in this issue.

Mr. S. S. Bean, manager of the American Seeding Machine Co., here, recently made a tour through the West on a visit to many of his agents. He went West by the C. P. R., stopping off at Regina and Calgary. He visited numerous points adjacent and south of these cities and then went north to Edmonton, returning home by the C. N. R. Speaking of conditions Mr. Bean said as a general rule things were not as bad as frequently reported. The crop of oats and barley was doing much to make up for what was lost through the failure of the wheat crop in several districts. Regarding collections he stated money was coming in very slowly but attributed this condition to the stringency of the money market. He was absent between three weeks and a month.

The inspector asked the boys of the school he was examining: "Can you take your warm overcoats off?" "Yes, sir," was the response. "Can the bear take his warm overcoat off?" "No, sir." "Why not?" There was silence for a while, and then a little boy spoke up: "Please, sir, because God alone knows where the buttons are."



MONEY IS MOVING!

FARMERS WANT CATER'S PUMPS

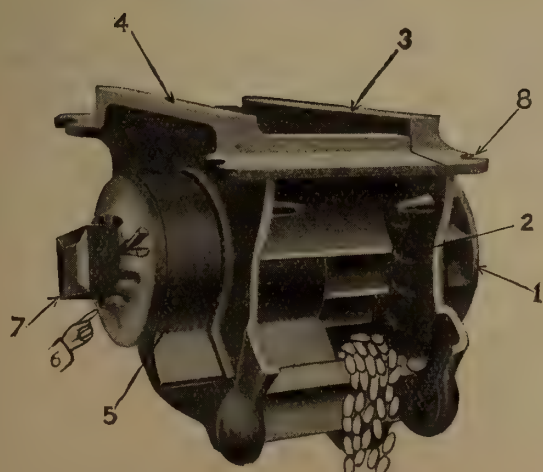
Send in your orders for anything you want
in the Pump line—"DO IT NOW."

Address:

BRANDON PUMP & WINDMILL WORKS
Box 410 BRANDON, MAN.

VITAL POINTS OF MONITOR DRILLS

MONITOR FEED

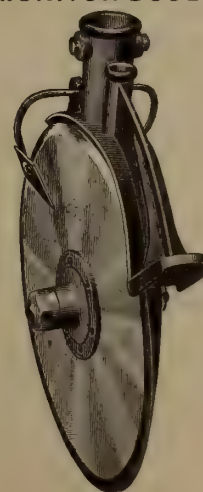


Thirty-seven years' experience has enabled us to build a feed that does perfect sowing. No bunching. No grinding. Easily changed from fast to slow feed to accommodate all kinds of grain

**MONITOR
GOODS
ARE
GOOD
GOODS**

Numerous other exclusive features on
Monitor Drills which keep them well
in front.

MONITOR DOUBLE DISC ATTACHMENT



Front view



Rear view

Monitor Double Disc Attachments deposit all seed in a wide
clean seed bed at a uniform depth, covering same with an equal
amount of earth.

Illustrated Catalogue No. 62 gives detailed description of our manufacture. Free on application to

The FAIRCHILD CO. LTD., Winnipeg, Regina, Calgary; or **MONITOR DRILL COMPANY, Minneapolis, Minn.**

Chas. H. Deere Dead.

Charles H. Deere, President of Deere & Co., of Moline, Ill. and head of many other prominent implement industries of the United States, is dead. After an illness of several months, the result of a ravaging internal disease, he passed away at the Lakota Hotel, Chicago, Ill., on October 29th, at the advanced age of seventy years. The remains were taken to Moline for burial, where a very large number of those connected with the implement and vehicle industries of the country, as well as those interested in other commercial and industrial pursuits, congregated to do honor to one who occupied such a prominent position in their midst.

The late gentleman was born on March 28th, 1837, at Hancock, Vt. About the end of that year his parents removed to Grand Detour, Ill., where his father, the late John Deere, the inventor of the steel plow, engaged in making plows in a small way. About a decade later the business was removed to Moline. The deceased received his education in the public schools at Grand Detour and Moline and the Knox and Iowa colleges, completing it by a business course at the Bell Commercial College, Chicago, in 1854.

He immediately became connected with his father's business. His first important undertaking was inaugurating a double entry system of book-keeping to replace the single entry method then in use. When the business was incorporated in 1868, Mr. Deere became vice-president and general manager of the company, succeeding his father as president at the latter's death.

Mr. Deere founded the well-known Deere & Mansur Co., of Moline, Ill., makers of corn planting machinery, harrows, etc., as well as establishing a great chain of distributing houses for Deere &



The late Charles H. Deere

Co., throughout the world. In financial circles he was also prominent and occupied many positions of trust and responsibility. In addition to his many other duties the deceased gentleman was prominently identified with many public enterprises, including an appointment as chairman of the Bureau of Labor Statistics of Illinois, dating as far back as 1873. The same year he attended the Vienna Exposition as Commissioner from Illinois, and his was the second appointment as State Commissioner to the World's Columbian Exposition, at Chicago, in 1893. His last appointment was as a member of the Illinois & Michigan Canal Commission, a work in which he was greatly interested. While ever refusing to stand for office he was an active participant in matters political, both of his state and coun-

try, spending his time and money freely in the interests of good government. He was a delegate to several Republican conventions.

In 1862 Mr. Deere married Mary L. Dickinson, of Chicago, who now survives as his widow. Two daughters were born to them: Anna C. Deere, who became the wife of Wm. D. Wiman, and who died about the beginning of June, 1906, and Katherine M. Deere, who married Wm. Butterworth. He also leaves two sisters, Mrs. S. H. Velie, Sr., and Mrs. J. D. Chapman, and the following nephews: S. H. Velie, of Kansas City, manager of the John Deere Plow Co., of that place; W. L. Velie, president of the Velie Carriage Co., Moline; C. C. Webber and C. D. Velie of the Deere & Webber Co., Minneapolis; William Butterworth, (son-in-law) treasurer and general manager of Deere & Co.; Schiller Horsford, (nephew by marriage), secretary of Deere & Co., and George Mixer, (grand nephew), mechanical superintendent of Deere & Co.

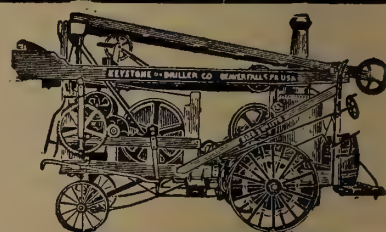
It is said that the fortune amassed by Mr. Deere will total between fifteen and sixteen millions of dollars. He and his family controlled the majority of stock in Deere & Co., which is at present capitalized at \$6,000,000, with a surplus of nearly one-half that amount.

Hon. S. W. McInnis.

We join our regrets with the rest of the people of the West, but particularly of Manitoba, and more especially Brandon, at the sudden and sad death of the Hon. S. W. McInnis, Provincial Secretary and Minister of Education, which took place in Brandon hospital on Monday, November 4th. Dr. McInnis was forty-two years of age. Born in St. John, N.B., he came west a quarter of a century ago. His early education was received in the public schools of St. John, and finally at Manitoba College. Later he decided to enter the dental profession and went south to the Philadelphia College of Dentistry, where he subsequently graduated.

In 1898 he entered the political arena in the interests of the Conservative party, standing for Brandon City in the local legislature, and was elected. In the provincial elections of 1903 and 1907 he retained his seat, and on June 26th of the present year was sworn in as Provincial Secretary, shortly afterward assuming the portfolio of education.

Among all classes of people the deceased was exceedingly popular. His generosity, good nature and charitable inclinations endeared him with strong ties to his host of friends. In the legislature he was an untiring advocate of the interests of his constituents by whom he was much beloved. His burial took place at Brookside Cemetery, Winnipeg, the remains being followed by a large number of mourning friends.



A
KEYSTONE

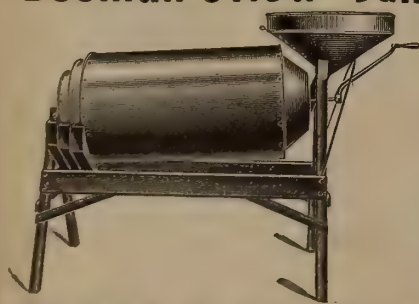
Water Well Driller

WILL EARN YOU MORE MONEY THAN A
\$10,000 Farm.

Everybody uses water. A drilled well is the only means of obtaining a pure, cold and unfailing supply. A Keystone Steam Drill is the quickest, cheapest and best machine for doing the work. Outfit will pay for itself in 3 months—good for twenty years. If you have a little ordinary mechanical skill we can put you on the road to fortune.

Write for free copy of our Well Drillers' Instruction Book No. 13.
KEYSTONE DRILLER CO.
BEAVER FALLS, PA.

Beeman's New "Jumbo" Grain Cleaner



Guaranteed capacity on wheat
100 bushels per hour.

Just the machine for Cleaning Grain for Market on account of its large capacity and an absolute necessity in Cleaning Grain for Seed.

The "Jumbo" is sold on a guarantee to do better work and more of it in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

We give exclusive sale to dealers and do not sell farmers where we have an agent. Why not sell the farmers what they want? Write today and secure the agency.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.



The late William H. Wiggin.

William H. Wiggin.

After an illness extending over seven months, Mr. William H. Wiggin, superintendent of the International Harvester Co., Hamilton, Ont., whose likeness we reproduce herewith, died at the General Hospital there on October 2nd.

Mr. Wiggin, who was but 47 years of age, was born at Dracut, Mass., where he received his education. Subsequently he gained that experience in the machine shops of his native state, which later won for him the enviable reputation of being one of the ablest mechanical experts in implement manufacturing circles. He was always proud of the fact that any success achieved by him was due to those early years of severe apprenticeship and experience. Full of resource, and of great executive ability, Mr. Wiggin was ever ready to extend a word of encouragement to those in his employ, his rare discretion and knowledge of the business enabling him to do this just at the moment it was most needed. Nowhere is his loss more severely felt than among the staff he had gathered round him. Previous to his appointment to Hamilton, the late gentleman was master mechanic at the Deering works of the International Harvester Co., Chicago.

His remains were taken to Worcester, Mass., for interment. He leaves a widow, two sons and two daughters to mourn his loss.

Mr. J. Herbert Featherstone recently secured the Massey-Harris Co. agency at Kinistineo, Sask. His friends expect splendid results from him.

A Tribute of Respect.

The following order was issued by Mr. U. G. Orendorff, of the Parlin & Orendorff Co., of Canton, Ill. to the superintendent of their factories. It is self explanatory.

"We mourn the death of our friend, Hon. Charles H. Deere, President of Deere & Co., Moline, and in tribute we respectfully request all machinery be stopped and all work in our factory cease at the hour of the funeral, two o'clock, Thursday, for period of two minutes."

Successful Exhibition Season.

Mr. W. J. Black, principal of Manitoba College, and managing director of agricultural societies of the province, reports a very successful season in connection with summer shows. About two-thirds of the societies took advantage of the slack season and held their shows during the summer weeks. At a few places, where conditions demanded, fall exhibitions were held. Most of the fairs took advantage of the offer of the Department of Agriculture to supply judges for the different classes of exhibits. As a result experts in live stock were sent out to forty-two points while dairy experts went to twenty-four places. In the later connection it is encouraging to note that this is three times the number that demanded experts on dairy products in any previous year.

Mr. H. R. Gordon has commenced in the trade at Wilcox, Sask.

MANURE SPREADERS



The Great Western Endless Apron Manure Spreader has more exclusive and good features than any other.

Endless Apron—Always ready to load. No cranking back. Never catches or gets out of order.

The Wheels Track.—Therefore the 70 Bushel Great Western draws as light as any other 50 bushel machine.

Few Parts.—Very little to get out of order. Practically no repairs required.

Well Finished.—Can be set up on your sample floor and look well.

GET IN LINE FOR 1908.

MADE BY

The Wilkinson Plough Co., Limited,

TORONTO.

SOLD IN THE WEST BY

The Stewart-Nelson Co., Ltd.

WINNIPEG.

Presentation to Wm. Johnston.

On Friday evening, October 25th., the Winnipeg Wholesale Implement Association held their regular monthly meeting in Manitoba Hall. There was a large and representative attendance of those connected with the implement and thresher trade. Many matters of more or less import to the different members of the organization were discussed and a most profitable evening spent.

At the conclusion of business and just before adjournment those in attendance took advantage of the opportunity to present William Johnston, of the late Wm. Johnston Co., who intends leaving Winnipeg to take up his residence in one of the coast cities at an early date, with a handsome knob grip, gold-headed stick.

The presentation address was made by Mr. E. A. Mott. In the course of his remarks he spoke of Mr. Johnston's long connection with the implement business and characterized him as one of the trade's early pioneers in the prairie provinces. While the trade of the West would all regret the departure of Mr. Johnston, his loss would be particularly felt in the W. W. I. A., in which he had at all times been an active and consistent worker and a loyal member.

On rising to respond Mr. Johnston was heartily greeted with "For he's a jolly good fellow." He cordially thanked the members for their splendid gift and promised to take advantage of any opportunity that would permit of his foregathering with them in the future. President Whitaker also expressed

the regret of the members at the loss of Mr. Johnston.

The cane was one of extra heavy weight and size, and was neatly engraved with the following inscription: "Presented to Wm. Johnston by W. W. I. A., October 25th, 1907."

Mr. S. H. Chapman, of the Ontario Wind Engine & Pump Co., Toronto, and Mr. H. W. Fleury, of J. Fleury's Sons, Aurora, Ont., were the guests of the association on this occasion.

A Successful Flyer.

Last century marked the development of steam navigation, the twentieth century will record the perfection of aerial locomotion. On the night of October 5th, London, England, was talking only one thing—the flight of the British airship, Nulli Secundus, built under the direction of the British War Office. This airship travelled to London from Farnborough, thirty-two miles southwest of the city, sailed round the dome of St. Paul's Cathedral, circled about a number of buildings in the West end, crossed over the Thames to Surrey and finally landed on the grounds of the Crystal Palace. The flight from point of starting to the heart of London was made in about an hour and a half. It was estimated that the wind against which the flyer travelled had a force of twelve miles an hour. The maximum speed attained while travelling with the wind was between twenty-three and twenty-four miles per hour. The Nulli Secundus was built in secret and is understood to embody many new developments in aerial navigation. These, it is

said, will place Great Britain well ahead of all other powers in the matter of dirigible balloons.

Western Representatives Appointed.

A contract was recently concluded between the Parlin & Orendorff Canadian Plow Co., and the W. I. Kemp Co., of Stratford, Ont., whereby the former became Western sales agents for the Imperial line of disc drills and Kemp manure spreaders. The makers of this line of drills and the sellers claim many improved features for their goods, contending that the horse-lift device with which the Imperial is equipped, is the most useful improvement on a seeding machine, as it takes the labor off the driver and puts it on the horses, while the horses lift the drag bars by the leverage of the wheels, consequently making it easy on them. Another innovation in the drills of which they are distinctly proud is the substitution of a foot board for the seat. They claim its advantages are manifold, while not depriving the driver of his seat if he wants it. By its arrangement the driver can step off and on to look after his drill while the team is in motion without the slightest inconvenience. There are other features of these drills which the sellers or the manufacturers will be pleased to demonstrate to dealers making enquiry.

In regard to their manure spreader, the Kemp, the Western representatives as well as the makers put forth many arguments in connection with their claims for superiority over all others. The manufacturers claim that their thirty-three years experience in

the making of these machines, extending back to their invention by Mr. J. S. Kemp, at Magog, Que., entitles them to speak with authority on manure spreader construction. In proof of this they have issued a neat and attractive catalogue dealing with these goods, copies of which either their representatives or they themselves will be pleased to forward to dealers making application. This is a good line to study during the lengthening evenings of the winter months. More important—there is good profit in selling these lines.

Thousand Immigrants per Day.

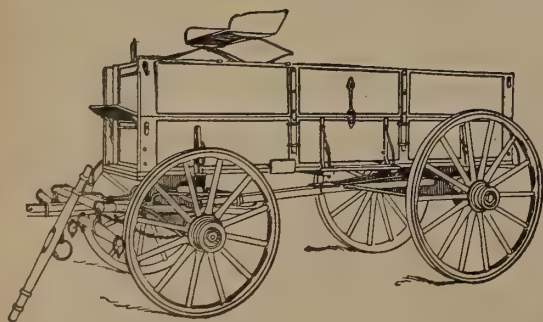
For the first nine months of the present year ending September 31st. the total immigration to Canada has been 236,008, an increase of 54,736 as compared with the corresponding nine months of 1906. The increase above is nearly double the total immigration for 1900, and for the nine months the immigration is nearly nine times the total immigration of that year.

For the first six months of the present fiscal year, beginning with April, the total immigration has been 193,690 of which the number coming from the United States was 35,092, and the number via ocean ports was 158,598. The total increase as compared with the corresponding months of last year is 45,930, or 31 per cent. The percentage of increase via ocean ports is 44. Immigration from the United States shows a decrease of 2,891, or 8 per cent. For September the immigration from the United States was nearly 4,000. The number of arrivals via ocean ports for the month was 15,204.

Since the 1st of April last immigrants have been arriving in Canada at a rate averaging a little over one thousand per day.

THE JACKSON WAGON

Best and most improved wagon in Canada



Your attention is called to

NINE POINTS ONLY

Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1½ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Has all the points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Jackson Wagon Co., Limited, St. George, Ont.



Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio
156 Viaduct
Miller, Morse Hardware Co. Ltd.,
Winnipeg, Canada.

BRADSTREET'S

Established 1849 Capital and Surplus \$1,500,000

Offices throughout the civilized world. Correspondence invited.

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OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.

Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

Regina.

Mr. George Forsyth, manager of the Massey-Harris Co., here, has just returned from a three days visit to Winnipeg.

The past month has been a lively one for the people of this city. During that time we had visits from prominent business, railroad and political personages.

Mr. S. Thompson, of the Fairchild Co., has just returned from a four weeks' trip to Northern Alberta. He reports a very successful oat crop in that part of the country.

Mr. J. E. Ruby, Western manager of Frost & Wood Co., with headquarters at Winnipeg, passed through this city recently on a return trip from Calgary and Edmonton.

Mr. F. W. Ferguson, of Sedley, Sask., paid us a visit the first of the month. He is just over a serious attack of typhoid fever. His many friends were delighted to see him round again.

While on a general inspection trip Sir Thomas Shaughnessy and Mr. William Whyte, of the Canadian Pacific Railway, visited Regina, and went over local spur track facilities with members of the City Council.

Mr. G. M. Bosworth, Fourth Vice of the Canadian Pacific Railway, accompanied by Mr. W. B. Lanigan, general freight agent for the Western Division of the company, recently met some of Regina's prominent shippers for a discussion on freight rates, etc. Many matters of interest to the implement and other trades in this territory were discussed.

On November 4th, Mr. F. Cockshutt, President of the Cockshutt Plow Co., was in the city on his return from an extended visit to agencies in the West. He took a run out to British Columbia, and down through the magnificent fruit land country bordering on Okanagan Lake. Mr. E. A. Mott, Western manager at Winnipeg, accompanied by Mr. Thomas Cull of the credit division of the company, met Mr. Cockshutt at this point and journeyed East to Winnipeg with him.

Mr. Geo. Hinchley, manager of the Waterloo Mfg. Co., here, reports the most successful season his company has had in this territory, and at the present writing he is entirely sold out of machines. It is his opinion that collections will be better than is generally antici-

pated. He reports members of the retail trade well satisfied with future prospects.

Mr. L. T. MacDonald, manager of the American-Abell Co., here, was in Winnipeg the end of October attending the annual meeting of the directors of his company.

Mr. N. S. Rutledge, manager of the J. I. Case T. M. Co., at this point, says that this season's business has been quite up to expectations. Over seventy-five per cent. of the threshing in Saskatchewan was completed November first, and with the splendid weather prevailing a few days would clean up the remainder. The fine fall is giving farmers a splendid opportunity to get fall plowing done.

Mr. C. H. Whitaker, manager of the Manitoba Branch of the Massey-Harris Co., and Mr. W. G. Hunt, manager of the Alberta branch of the same firm, were in Regina recently discussing with Mr. George Forsyth, Saskatchewan manager of the Massey-Harris Co., business arrangements for the coming year.

Mr. Geo. S. Lowell, manager of the Reeves Co., here, is occupying temporary offices in their new building. This is rapidly nearing completion and will be ready for occupancy about the middle of November. This warehouse will be one of the largest in the West

having over 25,000 square feet of floor space. Their shipping facilities permit of cars running right into the building so that their goods can be loaded and unloaded under cover. Regina is now the Western headquarters of this company.

The Massey-Harris Co., have decided to open a branch at Saskatoon for Northern Saskatchewan. Mr. Hugh Aird will have charge of it, and most of the clerical and road staff will be transferred from Regina. This branch will take over part of the territory formerly controlled by the Regina branch, and the opening is made because the business of the latter branch has grown to such proportions that such a step is necessary to handle orders expeditiously and satisfactorily.

Mr. E. S. Tecktonius, manager of the Nichols & Shephard Co., recently arrived in town to take the management at this point, now established as the Western headquarters of the company. Mr. Tecktonius came to Winnipeg from Kansas City early in 1906. He informs your correspondent that it is the intention of his company to maintain branches at Winnipeg and Calgary in order to take care of trade in Manitoba and Alberta. The new warehouse of the Nichols & Shephard Co. is 175 x 90 feet

and is, in our opinion, a decided credit to this city. We are glad to welcome Mr. Tecktonius as a resident to Saskatchewan's capital.

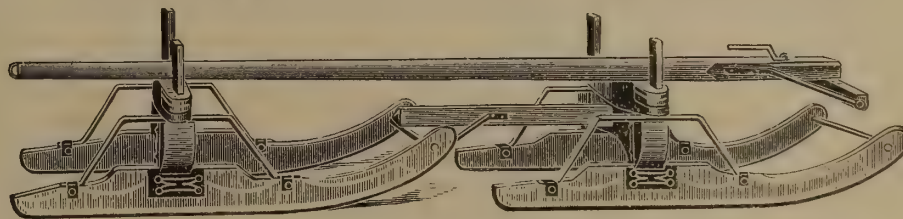
Mr. J. R. Stratton, secretary of the Gaar-Scott Co., at Richmond, Ind., accompanied by Mr. F. B. Clary, of the branch at Fargo, N. D., was here on a business trip recently. Both gentlemen were much impressed with the appearance of the city and Mr. Stratton expressed surprise at the numerous improvements carried out since his last visit.

The Department of Agriculture for the province of Saskatchewan, recently issued an estimate of the crop of 1907. They point out that owing to the lateness of the spring the increase of acreage in wheat was not as large as it would have been under more favorable circumstances, simply exceeding that sown in 1906 by slightly more than 6.76 per cent. One of the results of this condition, however, was a very considerable increase in the acreage sown to coarser grains, amounting in the case of oats to more than 20 per cent.

According to the returns received there were 1,847,708 acres sown to wheat, yielding 28,042,108 bushels, or an average per acre of 15.17 bushels. Of this amount it is said 10,392,657 bushels will grade either No. 1, 2, or 3 North-

FAIRCHILD FARM SLEIGHS

ARE BIG BUSINESS BUILDERS



Made in Three Sizes: 2", 2½" and 3" Runners with Steel Shoes
and 2" and 2½" Runners with Cast Shoes.

Our Logging Sleigh is made with 3" Steel Shoes, 5 foot Bolsters and heavy Cross Chains.

Our Sleighs are built right and made from A.1 Material.

We have a Large Stock and can Ship Promptly.

THE FAIRCHILD COMPANY, LIMITED,

WINNIPEG

REGINA CALGARY

ern, 791,594 bushels will go grades No. 4 and 5, while the balance will class as No. 6 and feed.

The oat crop, of which 772,770 acres were sown, yielded 29,167,964 bushels, an average of 37.74 bushels per acre. Barley was sown on 60,261 acres, yielding 1,903,072 bushels, or 30.08 bushels per acre, while 85,209 acres were given over to flax, yielding 921,043, or 10.81 bushels per acre.

By reference to the above figures it will be noted that the aggregate value of the season's crops, should present values continue to prevail, will come well up to that of last season. But unfortunately this season's output is unevenly distributed among our farmers, many of whom have had the best results in 20 years' experience, while others have had the worst. When all the exceptional disabilities of the past growing season are taken into consideration, the aggregate results cannot be taken otherwise than as most flattering to the splendid productiveness of our soil and the courage and the resourcefulness of our people. It is worthy of note that not only is the oat crop the largest in the record of the province, but the average yield per acre has been exceeded in only two years since crop figures were first compiled by the department in 1898. During the same period the yield per acre of barley has only once been greater than this report announces for 1907.

The great demand that exists for these grains and the handsome prices that they now command combine to make a profitable return to the farmer who has a surplus for sale. The experience of the present year tends to demonstrate the wisdom of sowing a goodly proportion of the crop area with these grains. In a year when the wheat crop matures successfully, the growth of these grains does not appear to be such a necessity, but in a season like the past one, and indeed, in any year they are found to be very profitable, and the farmer who engages in mixed agriculture, even in the matter of grain growing will, in the majority of seasons, net as large a cash return as that received by farmers who engage exclusively in wheat growing.

The average yield of the wheat crop of this season, while not so large as that of other years, is, nevertheless, a creditable showing when compared with the records

of other large wheat growing countries. The table presented herewith shows that even in this admittedly unfavorable season the yield is equal to, or even better than that of many wheat growing states of the American Union. These figures with the exception of those for Saskatchewan are taken from the 1906 Year Book of the United States Department of Agriculture.

COMPARATIVE STATEMENT OF THE AVERAGE YIELD OF WHEAT PER ACRE, 1901-1907.

	1901	1902	1903	1904	1905	1906	1907
Sask.....	25.41	22.57	19.44	17.51	23.09	21.40	15.17
Kansas.....	18.5	10.4	14.1	12.4	13.9	15.1	
Minnesota.....	12.9	13.9	13.1	12.8	13.3	10.9	
N. Dakota.....	13.1	15.9	12.7	11.8	14.0	13.6	
S. Dakota.....	12.9	12.2	13.8	9.6	13.7	13.4	
Nebraska.....	17.1	20.9	15.7	13.6	19.4	22.0	
Iowa.....	16.2	12.7	12.4	11.6	14.2	15.7	
U. S. A.....	15.0	14.5	12.9	12.5	14.5	15.5	
Russia.....	7.9	11.1	10.6	11.5	10.2		

Alcohol in Internal Combustion Engines.

United States Government experts who have been investigating the use of alcohol in internal combustion engines have completed the preparation of a bulletin covering the subject at considerable length. The findings of the investigators are summarized as follows:

1. Any engine on the American (which will also cover Canadian) market to-day, operating with gasoline or kerosene, can operate with alcohol fuel without any structural change whatever with proper manipulation.

2. Alcohol contains approximately 0.6 of the heating value of gasoline, by weight, and in the Department's experiments a small engine required 1.8 times as much alcohol as gasoline per horsepower hour. This corresponds very closely with the relative heating value of the fuels, indicating practically the same thermal efficiency with the two when vaporizing is complete.

3. In some cases carbureters designed for gasoline do not vaporize all the alcohol supplied, and in such cases the excess of alcohol consumed is greater than indicated above.

4. The absolute excess of alcohol consumed over gasoline or kerosene will be reduced by such changes as will increase the thermal efficiency of the engine.

5. The thermal efficiency of these engines can be improved when they are to be operated by alcohol, first by altering the construction of the carbureter to accomplish complete vaporization, and second, by increasing the compression very materially.

6. An engine designed for gasoline or kerosene can, without any material alterations to adapt it to alcohol, give slightly more power (about 10 per cent) than when operated with gasoline or kerosene, but this increase is at the expense of greater consumption of fuel. By alterations designed to adapt the engine to new fuel this excess of power may be increased about 20 per cent.

7. Because of the increased output without corresponding increase in size, alcohol engines should sell for less per horsepower than gasoline or kerosene engines of the same class.

8. The different designs of gasoline or kerosene engines are not equally well adapted to the burning of alcohol, though all may burn it with a fair degree of success.

9. Storage of alcohol and its use in engines is much less dangerous than that of gasoline, as well as being decidedly more pleasant.

10. The exhaust from an alcohol engine is less likely to be offensive than the exhaust from a gasoline or kerosene engine, although there will be some odor, due to lubricating oil and imperfect combustion, if the engine is not skilfully operated.

11. It requires no more skill to operate an alcohol engine than one intended for gasoline or kerosene.

12. There is no reason to suppose that the cost of repairs and lubrication will be any greater for an alcohol engine than one built for gasoline or kerosene.

13. There seems to be no tendency for the interior of an alcohol engine to become sooty, as is the case with gasoline and kerosene.

14. With proper manipulation there seems to be no undue corrosion of the interior due to the use of alcohol.

15. The fact that the exhaust from the alcohol engine is not as hot as that from gasoline and kerosene engines seems to indicate that there will be less danger from fire, less offense in a room traversed by the exhaust pipe, and less possibility of burning the lubricating oil. This latter point is also borne out by the fact that the exhaust shows less smokiness.

16. In localities where there is a supply of cheap raw material for the manufacture of denatured

alcohol, and which are at the same time remote from the source of supply of gasoline, alcohol may immediately compete with gasoline as a fuel for engines.

If, as time goes on, kerosene and its distillates become scarcer and dearer by reason of exhaustion of natural deposits, the alcohol engine will become a stronger and stronger competitor, with a possibility that in time it may entirely supplant the kerosene and gasoline engines.

18. By reason of its greater safety and its adaptability to the work, alcohol should immediately supplant gasoline for use in boats.

19. By reason of its cleanliness in handling the fuel, increased safety in fuel storage, and less offensiveness in the exhaust, alcohol engines will, in part, displace gasoline engines for automobile work, but only when cost of fuel for operation is a subordinate consideration. In this field it is impossible to conveniently increase the compression because of starting difficulties, so that the efficiency can not be improved as conveniently as in other types of engines.

20. In most localities it is unlikely that alcohol power will be cheaper or as cheap as gasoline power for some time to come.

The Party of the Second Part.

No time-server can enter the kingdom of success.

To avoid mediocrity, the employee must lose himself in his work.

On the face of the unwritten contract between employer and employee appears the exchange of a limited amount of work for a limited amount of salary.

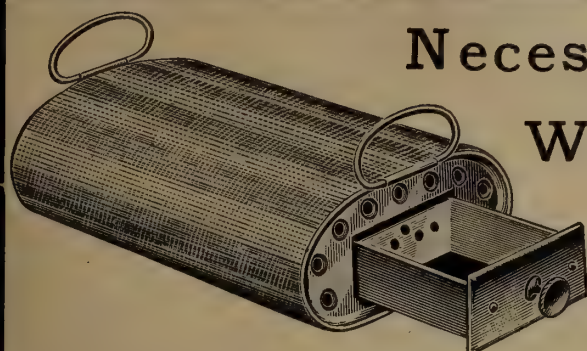
But the employee with the insight to read between the lines, will discover that this mutual bond bears interest.

To do only the work you're under obligation to do, means you draw only the stipulated reward.

But to give your full capacity—unasked—is to demonstrate your fitness for a better contract, with larger remuneration.

The employee is "the party of the second part."

Never in history has opportunity been so great as to-day. For behind the pay envelope is the tremendous and seemingly limitless prosperity of Canada as a nation. Prosperity demands ability, and ability is a high-salaried asset.



Necessities FOR Winter

The DEALER who has a good supply of seasonable necessities has a big advantage over his less enterprising competitors. This is especially true if the goods are of such a quality that they can be backed by his reputation and personality.

Clark Carriage Heaters and Coal

Are personality goods for which there is a big demand. Farmers, liverymen, physicians, pleasure seekers, everybody who rides out in the cold weather needs them. Are you prepared to convert this need into a profit? Clark Heaters are built right, they sell right, and the price is right.

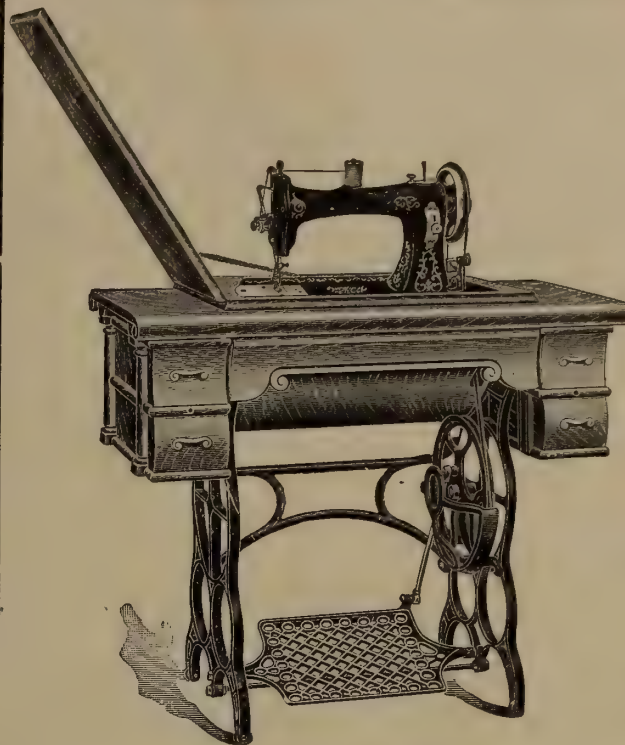
Ask your jobber for them. Write us for new catalogue and advertising matter.

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237 Ontario St., CHICAGO, Ill.



SAY, are you handling a "SURE BUSINESS GETTER" in Sewing Machines?

NO? then apply at once for particulars and prices



THE
'NEW DAYTONIA'
'VERTICAL FEED'
'ROTARY'
'STERLING'
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MACHINES.

ALL
GREAT
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Daily from December 1st to 31st, 1907.

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The Grand Trunk Railway System

The only DOUBLE TRACK line between Chicago, Niagara Falls, Toronto, Montreal, and other Eastern Cities.

4 Fast Trains daily from Chicago. Unexcelled Sleeping and Dining Car Service.

LIBERAL STOP-OVER PRIVILEGES.

Reduced Rates to Great Britain and Europe

Daily from Nov. 23rd to Dec. 31st, 1907.

For rates and further information apply to nearest ticket Agent or write for booklet containing full information.

A. E. DUFF,

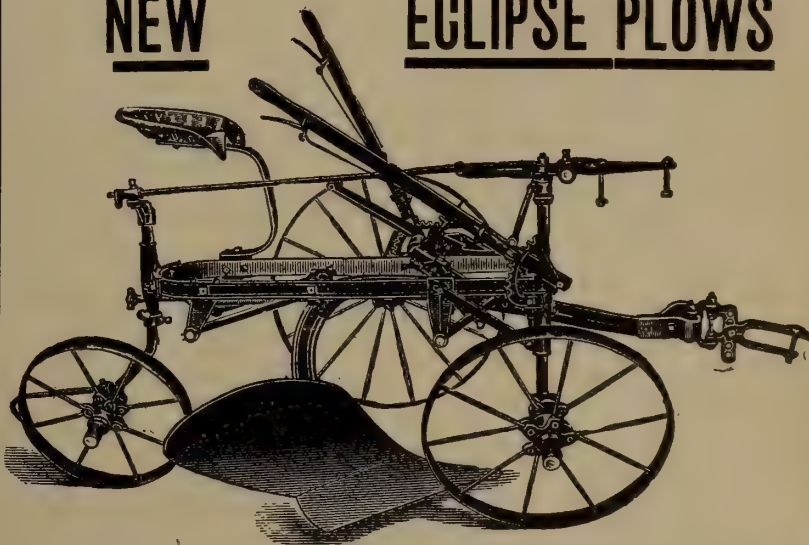
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NEW

ECLIPSE PLOWS



Then again the "New Eclipse" has a combination Foot Lift and Locking Lever.

This gives perfect control of the Plow in entering ground, and make it very easy to raise out. That helps the sale.

You can also turn to right or left and there is no strain on team or pole. Of course, the wheels attract your customers' attention. Their construction is different, and the advantages are seen at once. They have long distance Magazine Axle Boxes also.

Just to remind you again—there is no cast iron used.

How about your contract for 1908? You can make money out of

The Perfection of all Riding Plows.

MADE BY

FULLER & JOHNSON MFG. CO.

MADISON, WIS.

The Stewart-Nelson Co., Ltd.

General Agents,

WINNIPEG.

British Columbia and Oriental Immigration.

Of all the countless sources of trouble in this country, or any other country for that matter, none are more prolific of internal strifes and disagreements than race hatreds and racial prejudices. During her short career Canada has had many difficulties in this respect. The recent disturbances in British Columbia between members of the white and yellow races evidences the fact that the end is not yet.

We note with more than an ordinary degree of pride that the press of the Dominion has been practically a unit in condemning mob law. There is no excuse for it. Some would have us believe that in this instance it appeared to be the only means of awakening the Dominion authorities to a full realization of a situation brought to their attention on many previous occasions. Possibly, but we believe other measures, just as effective and infinitely more peaceable, could have been found. It is useless to deny that the government of the day has been negligent of the wishes of the people of British Columbia in respect to this matter. Times without number have they been petitioned to take action, and times without number have they returned the stereotyped reply: "The matter will receive the Government's early and earnest consideration," and have done nothing, or almost nothing, tending to a solution of the complex problem.

Canada has an agreement with Japan whereby the latter country agrees to issue passports for five hundred of her subjects to enter this country in one year. During

the past twelve months more than ten times this number have come to the Pacific coast province. Almost all of these Japanese came into this country by way of Hawaii, thus evading the spirit of the agreement. This heavy influx appears to have stampeded the people of the province affected and in their efforts to secure the attention of the Dominion authorities to the necessity of immediate action the riots of the past month were the result.

During the recent conventions of the Allied Trades Congress in Winnipeg, and the Canadian Manufacturers' Association in Toronto, two resolutions were adopted of directly opposite natures. The one from Winnipeg demanded the abrogation of the British-Japanese Treaty, so far as it respects Japanese immigration into Canada, and demanded the exclusion of these people from this country, while the Manufacturers' resolution was emphatic in its demand that there be no interference with the present alliance between Great Britain and Canada and Japan.

In the West there is a strong feeling regarding the present state of affairs and among the people one generally finds a preference for restriction, if not entire exclusion of peoples from the far East. The matter from a national standpoint is an exceedingly intricate one and its satisfactory solution demands an exceedingly high order of tact and diplomacy.

Authorities on international law have always been the strong advocates of the principle of what most benefits the majority is the most desirable for the country. In a country of such vast area as Canada this principle is not always practicable. If the majority

of population which is in the East demands something to which the people of the West are in direct opposition, the argument loses its force. While economists frequently ignore the quality of sentiment in drawing their conclusions, when applied to the subject under discussion, it frequently compels them to abandon their position.

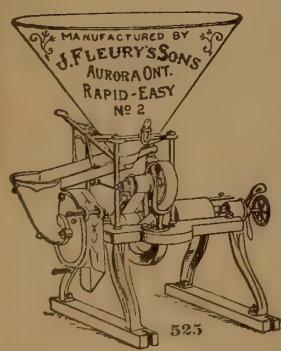
There is a strong and determined desire on the part of British Columbia to retain their province as a white man's country. They know that the sons of Nippon are an unassimilable quantity. That their ideas of life, morality, politics and social economy are entirely different from the people of this country is unquestioned. British Columbia has a population of about 250,000, of which nearly 80,000 are males. At the rate at which Japanese have come into that country during the past year, if not checked by treaty or otherwise, the total will in the course of two years number close to 25,000 or 30,000 able-bodied men. The undesirability of such a condition is clearly apparent. Somebody recently said: "Praise of the Japs has become a fad." Their ability to hold up their arms in opposition to a white soldier has won them unstinted admiration. Now they are becoming arrogant and self-satisfied as to their abilities to force their way into all parts and corners of the world. It is owing to their ambition that we have heard so much of their virtues, so little of their vices. Despite all the arguments that may be advanced in favor of allowing these people to come into this country, the fact nevertheless remains that Canada cannot afford to have British Columbia become an Asiatic province, even at the cost of a slower development of her agricultural resources, mineral wealth, lumber interests and her fisheries.

Let us emphasize another phase of the situation. The Pacific Coast States are heartily in sympathy with the people of British Columbia. Canada, west of the Rockies, must not be cold and uncompromising in her attitude on this question. We do not believe there is anything to be gained by talking secession, to again resume the status of a crown colony such as she was before entering confederation, on the mountains. Such talk is ill-

advised, but we do think that the wish of the people of British Columbia should be fully considered and dealt with as the people there desire. If we would have Canadian sentiment develop there as here, have our aims the same and our sentiment similar, this is compulsory. The people in British Columbia desire to retain it as a white man's country. They are developing it and should be the main factor in determining its Oriental immigration policy.

"Yes, or No?"

With the approaching termination of another year and the beginning of a new, commences the general distribution of calendars and hangers. This year the Brandon Machine Works Co., of Brandon, Man., head the procession and as well as being first in the field are sending out to their friends and patrons one of the finest calendars we have ever seen. The picture is entitled "Yes, or No?" It is from an original painting by Carle J. Blenner, and was exhibited at the National Academy in 1906. The scene represents a woman sitting in the firelight—thinking, wondering, dreaming. The soft filmy evening dress, the white slippers, the scarf that dropped from her shoulders when she drew up her chair to the hearth, the armful of heavy fragrant roses that lie forgotten on the floor, all tell the evening's story—why she sits silently in the ruddy glow of the firelight, alone in the stillness of the big house after the midnight hour. Some one has taken her to a ball, or perhaps, the opera, he has sent the roses, she has enjoyed an evening of light hearted pleasure in his friendship, and then, in the carriage on the drive home, he had asked her hand in marriage. She has hesitated, unsure of herself, saying neither yes or no, begging just for time—time to think it over, and find the answer that is best for both. So she sits and broods—but the figure at first tense with the nervous strain of decision, has grown lax, the hands are loosely clasped over the knees, the eyes tranquil and distant as if she had found her answer and was dreaming dreams of the years to come. The picture is a beauty and every dealer interested should write and ask the company for a copy. Mention Canadian Farm Implements and oblige us.



SCARCITY AND DEARNESS OF FEED

OR

BADLY FROSTED GRAIN

should lead every stock feeder to use a

"Rapid-Easy" Grinder

These machines do more work with same power than others. In sizes to suit any power.

It pays to use them.

Agents for Western Canada

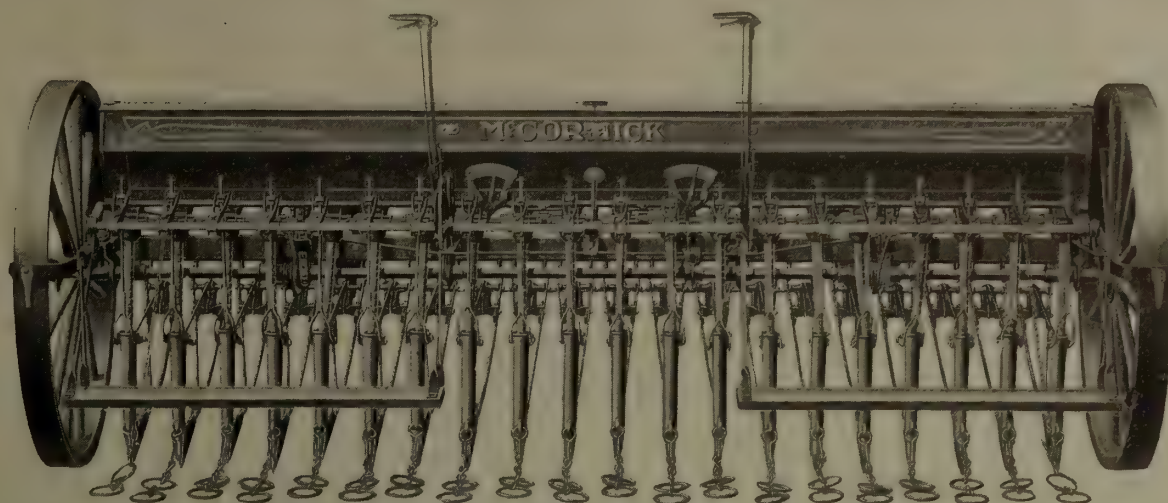
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with agencies everywhere.

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J. FLEURY'S SONS, Aurora, Ontario.

FARMERS DEMAND THE McCORMICK.

Disk Drills
Shoe Drills
Cultivators



Smoothing
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The McCormick farm machines and implements are demanded by the farmer because they do first-class work, and do it easily and economically. The machines and implements which the farmer demands are the ones dealers should sell if they wish to get the farm machine business. Secure a contract for handling the McCormick line and get the machine and implement business in your locality.

McCormick Dealers have a stock of the following : Binders, reapers, mowers, tedders, hay loaders, hay rakes, gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders and binder twine.

For further particulars see blockman in your locality or write nearest general agent.

Western Canadian Branch Houses : Calgary, Alta.; Regina, Sask., and Winnipeg. Man.

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**Low Round Trip Rates to
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Tickets on sale Dec. 1 to Dec. 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 23, and limited to five months from date of issue.
Finest Equipment. Standard First-class Sleeping and Tourist Cars on all Through Trains.

TWO THROUGH EXPRESS TRAINS DAILY.

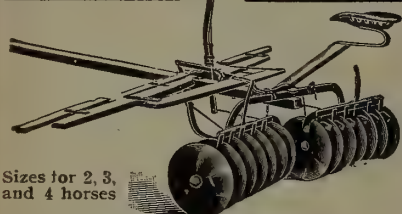
Apply to nearest C.P.R. Agent for full information.

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Something special, roomy, warm, and easy riding. If you have any trade for these nice sleighs write us at once as our stock is limited and when exhausted cannot be replenished.



BISSELL'S THE DISK THE FARMER WANTS



Sizes for 2, 3, and 4 horses

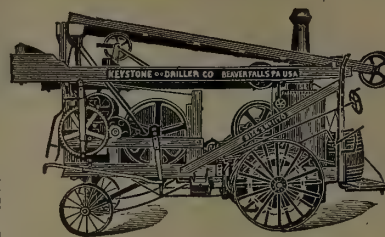
GET THE BISSELL AGENCY.

Is known among farmers as the **best disk made** because it has the **capacity**, the **knack**, the **get there**, which others lack. A success for use on **summer fallows**, on **breaking**, on **stubble fields** after harvest. It is the best by far for any tough job.

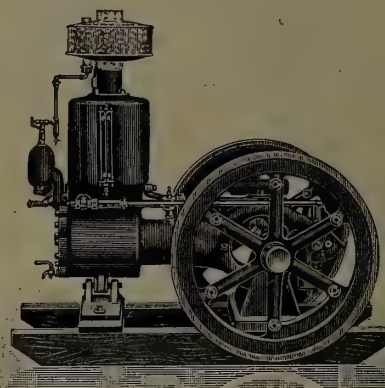
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We have a splendid line for you to link up with—something that will please your customers and make money for yourself.

Get our new catalogue and price lists of Canadian Airmotors, Improved Stickney Gasoline Engines, Kelly & Tanneyhill and Keystone Well Drilling Machinery, Empire Cream Separators, Horse Powers,

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WINNIPEG.

When you ask your Jobber for

STANDARD HEATERS

You know you are getting goods that you can recommend to the trade that depends upon your judgment.

You have the confidence of your customers because you supply them with good goods—goods that never come back with a kick attached.



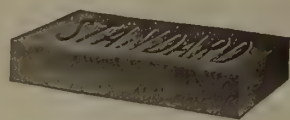
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STANDARD HEATERS are made so they STAY SOLD.

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BECAUSE—They are made RIGHT—Sure to work EVERY TIME—Carefully put together—Handsomely Finished.

Standard Carbon is Sure—Reliable



It burns up to the last shred—no waste. It stays hot till the user is ready to put the fire out. It can be depended upon absolutely.

Costs no more than the common kind.

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Wilkinson Wagons



It seems unnecessary to keep telling about the good qualities of the "Wilkinson," as everyone that handles them know them so well.

But, if you are not selling them, we want you to know about these points. Then we will have your business.

Always remember that this wagon has earned the reputation it enjoys.

"The Light Running Wilkinson"

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The STEWART-NELSON CO. LTD., Winnipeg.

CANADIAN FARM IMPLEMENTS

Vol. VI, No. 6.

WINNIPEG, MAN., DECEMBER, 1907.

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REST - \$1,600,000

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WESTERN HEAD OFFICE STAFF:
H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey P. H. Vibert-J. S. Hiam Assist. Inspectors.

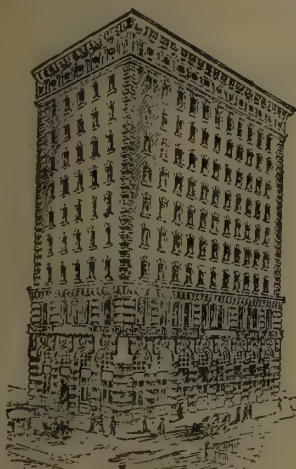
BRANCHES IN WESTERN CANADA:

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HEAD OFFICE: TORONTO.

Capital Authorized \$5,000,000
" Paid up \$3,800,000
Reserve funds and undivided profits \$4,900,000

Agents and Branches throughout Canada
A General Banking Business transacted.
Special attention given to Savings Accounts.
Interest added quarterly.

WINNIPEG BRANCH:

Cor. Main and McDermot.

F. L. PATTON, MANAGER.
A. R. SAMPSON, ASST. MGR.

Make success for the year 1908 a certainty by handling WATSON GOODS.

Ours are the standard for up-to-date and thoroughly reliable implements.

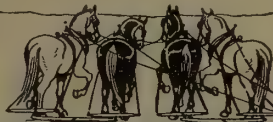
SLEIGHS

FEED CUTTERS

GRAIN GRINDERS

HORSE POWERS

JACKS, SAWS, &c.



PULVERIZERS

STEEL HARROWS

WOOD HARROWS

WHEEL BARROWS

WHIFFLETREES, &c.

OUR GOODS WILL STAND CRITICAL EXAMINATION

Head Office and Works

AYR - - ONTARIO

Since 1847

John Watson Mfg. Co.
LIMITED

Western Office

WINNIPEG - MANITOBA.

The Traders Bank of Canada

Capital Authorized, \$5,000,000. Capital Paid up, \$4,322,000.
Rest, \$1,900,000.

Board of Directors:

C. D. Warren, Esq., President. Hon. J. R. Stratton, Vice-President.
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Head Office: Toronto

Stuart Strathy, General Manager.
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67 Branches in Ontario.

Alberta

Manitoba

Saskatchewan

Calgary Edmonton Stettler

Winnipeg West Selkirk

Regina

Bankers:

Great Britain—The National Bank of Scotland. New York—The American Exchange National Bank. Chicago—First National Bank. Buffalo—Marine National Bank. Montreal—The Quebec Bank.

A general banking business transacted. Savings Departments at all branches. Interest added quarterly at highest current rates.

Winnipeg Branch: GEO. BOWLES, Manager.

TO THE TRADE—ONE AND ALL
WE WISH YOU

A MERRY CHRISTMAS

AND A

HAPPY NEW YEAR

CLARE & BROCKEST

Dealers in all kinds of

Metal Sheets, Shingles, Sidings, Ceilings, etc.

246 Princess Street, Winnipeg, Man.

1908 TIGER



The 1907 "Tiger" was about as fine as anything ever sold, but the 1908 "Tiger" is ahead of that.

Chain Drive—Does away with gear wheels, which constantly break.

Perfect Throw Out device (patented). When the teeth are raised the seeder is immediately thrown out of gear.

All Grain Sown at Uniform Depth.—Consequently grain ripens evenly and quicker.

Universal Feed.—No extra attachments required for any kind of grain. We guarantee the feed to satisfy anyone.

Spring Pressure.—Can be set to act directly and independently on each Drag Bar.

Get the Agency for 1908.

MADE BY

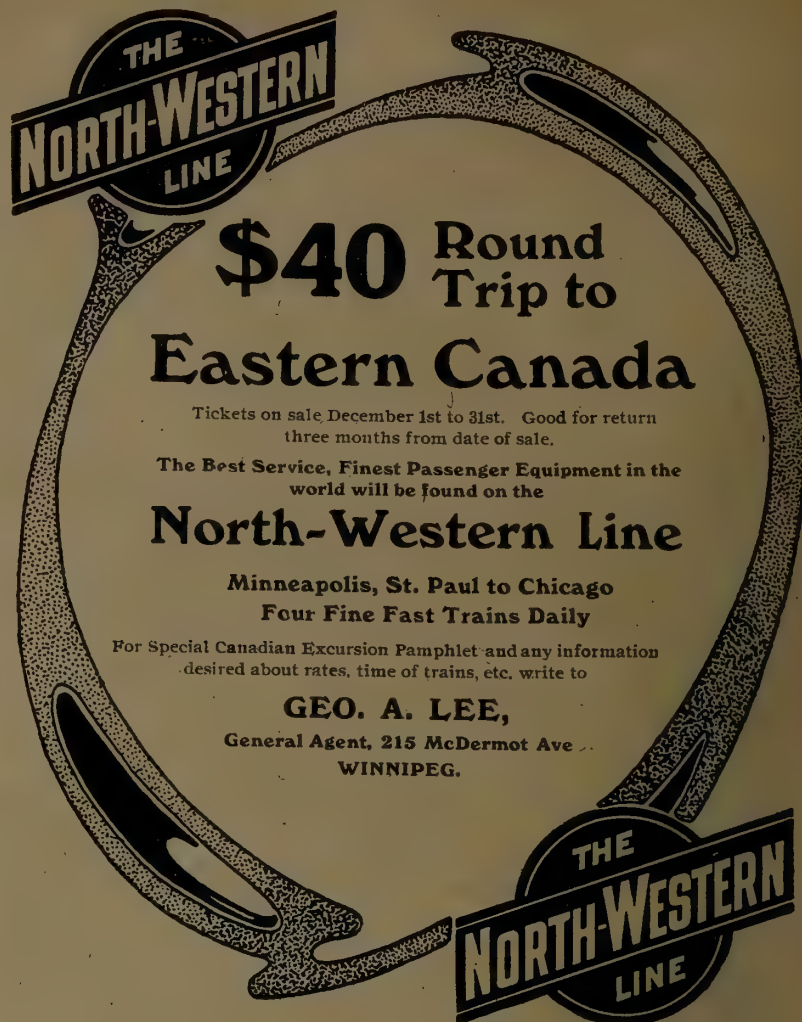
J. S. ROWELL MANUFACTURING CO.

BEAVER DAM, Wisconsin.

The Stewart-Nelson Co., Ltd.

GENERAL AGENTS

WINNIPEG, Man.



\$40 Round Trip to
Eastern Canada

Tickets on sale December 1st to 31st. Good for return three months from date of sale.

The Best Service, Finest Passenger Equipment in the world will be found on the

North-Western Line

Minneapolis, St. Paul to Chicago
Four Fine Fast Trains Daily

For Special Canadian Excursion Pamphlet and any information desired about rates, time of trains, etc. write to

GEO. A. LEE,
General Agent, 215 McDermot Ave.
WINNIPEG.



LOW
EXCURSION RATES
TO
EASTERN CANADA

Daily from December 1st to 31st, 1907.
Return Limit 3 Months from date of sale.
via ST. PAUL, CHICAGO, and

The Grand Trunk Railway System

The only **DOUBLE TRACK** line between Chicago, Niagara Falls, Toronto, Montreal, and other Eastern Cities.
4 Fast Trains daily from Chicago. Unexcelled Sleeping and Dining Car Service.

LIBERAL STOP-OVER PRIVILEGES.

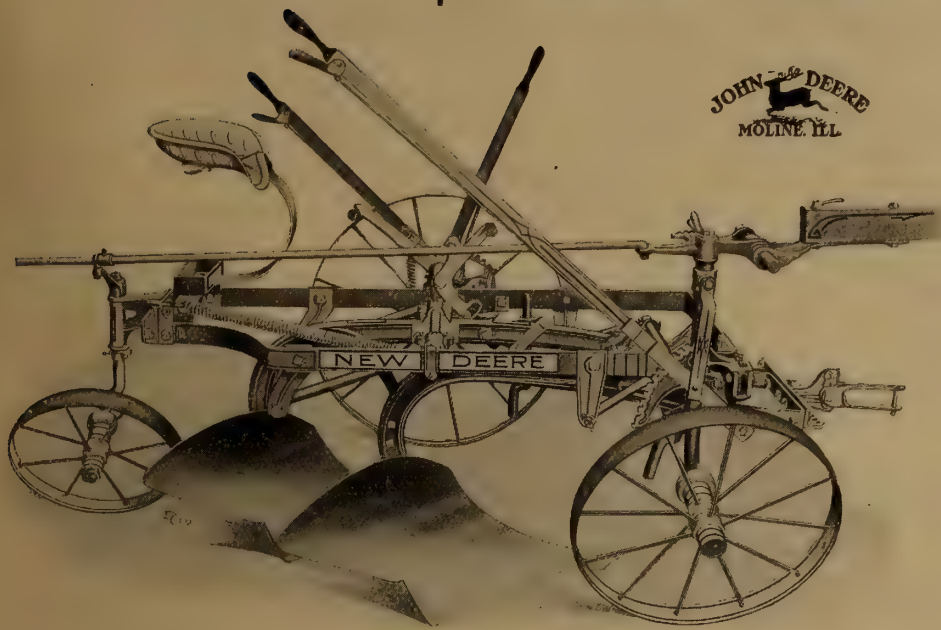
Reduced Rates to Great Britain and Europe

Daily from Nov. 23rd to Dec. 31st, 1907.

For rates and further information apply to nearest ticket Agent or write for booklet containing full information.)

A. E. DUFF,
GENERAL AGENT, Passenger Department,
260 Portage Avenue Winnipeg, Man.

JOHN DEERE GANG PLOW



JOHN DEERE
MOLINE ILL.

JOHN DEERE PLOW CO. Limited,

WINNIPEG

REGINA

CALGARY.

MOST PLOWS are built to fit a price.

In other words, the price is fixed, and the plow built so it can be sold profitably at that price.

JOHN DEERE PLOWS are built as they should be built—and the price follows—fixes itself.

Draft is not a matter of theory—but a load. It is not determined by opinions, but by tests, which show the pull in pounds.

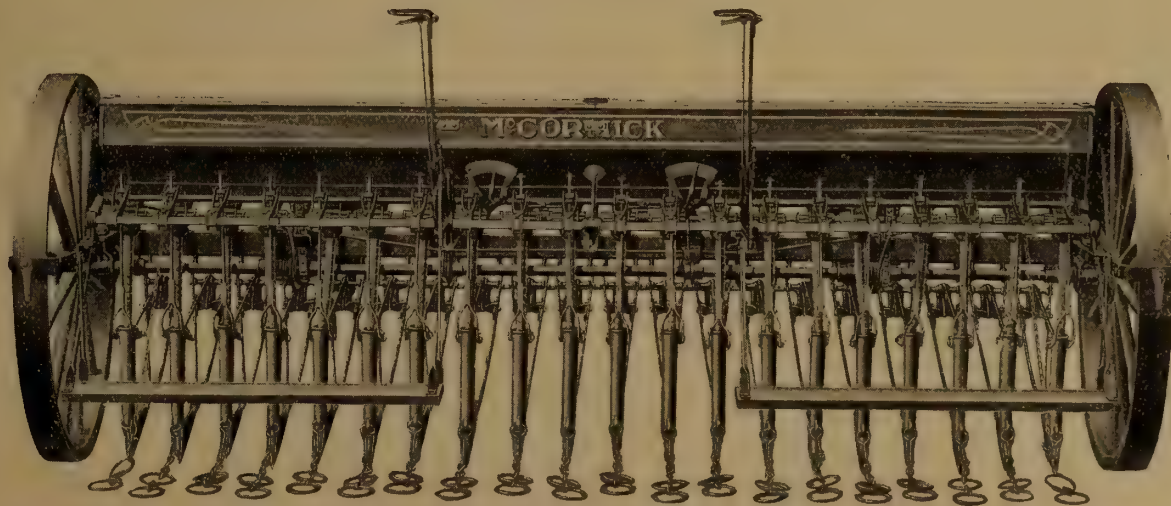
John Deere plow bottoms are of special shape—they lift the ground like a thin wedge splits a log.

Quality and Light Draft—a John Deere Motto for seventy years.

Send for booklet fully describing the JOHN DEERE GANG, built especially for northern trade, the best thing in the gang plow line ever offered to the farmers of the north.

FARMERS DEMAND THE McCORMICK

DISK DRILLS, SHOE DRILLS, CULTIVATORS, SMOOTHING AND DISK HARROWS AND SCUFFLERS.



The McCormick farm machines and implements are demanded by the farmer because they do first-class work, and do it easily and economically. The machines and implements which the farmer demands are the ones dealers should sell if they wish to get the farm machine business. Secure a contract for handling the McCormick line and get the machine and implement business in your locality.

McCormick dealers have a stock of the following: Binders, reapers, mowers, tedders, hay loaders, hay rakes, gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders and binder twine.

For further particulars see blockman in your locality or write nearest general agent.
Western Canadian Branch Houses: Calgary, Alta.; Regina, Sask., and Winnipeg, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

Incorporated

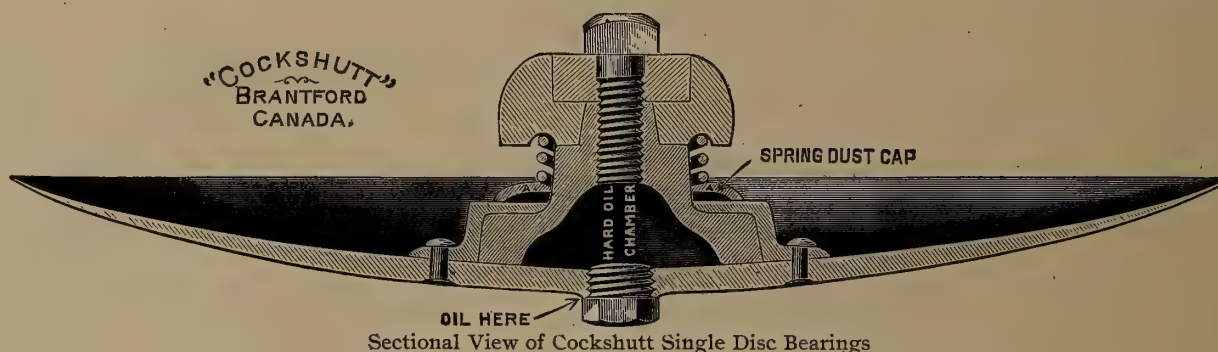
CHICAGO, U.S.A.

COCKSHUTT DRILLS

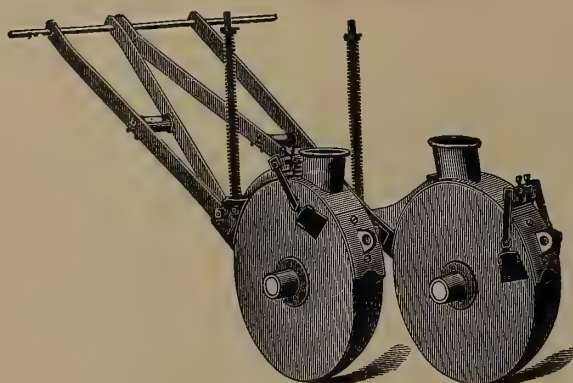
HAVE BEEN	ARE	WILL BE
WIDELY USED	DURABLE AND UP-TO-DATE	EARLIEST ON THE LAND
STRONGLY RECOMMENDED	LIGHT IN DRAFT	A SOURCE OF PLEASURE TO OPERATE
WELL ADVERTISED	SATISFACTORY TO USE	TROUBLE-SAVERS FOR THE DEALER
	EASY TO SELL	

AN IMPORTANT MEANS OF BUILDING UP AND CONSERVING YOUR TRADE

Interchangeable Single Disc, Double Disc, and Drag Shoe Drills; 14, 17, 18, 19, 20 or 22 Shoes.



A thorough explanation to the farmer of the **Cockshutt Single Disc Bearings** never fails to sell. They are dust-proof, and chilled hard as flint. Always working in a bed of oil, they are practically indestructible. We have demonstrated that our bearings are the easiest running and most durable made. This fact accounts for the great popularity of Cockshutt Single Disc Drills.



Cockshutt Double Disc Shoes

work well and wear well. The automatically adjusted scrapers keep the discs bright and clean—both inside and outside. The dust-proof chilled bearings insure long wear.



Cockshutt Single Disc Shoes

have the greatest stagger and most clearance of any on the market. They will go right through mud and trash on any land in which horses can navigate.

COCKSHUTT PLOW CO., LTD.

Factory: Brantford

Winnipeg

Regina

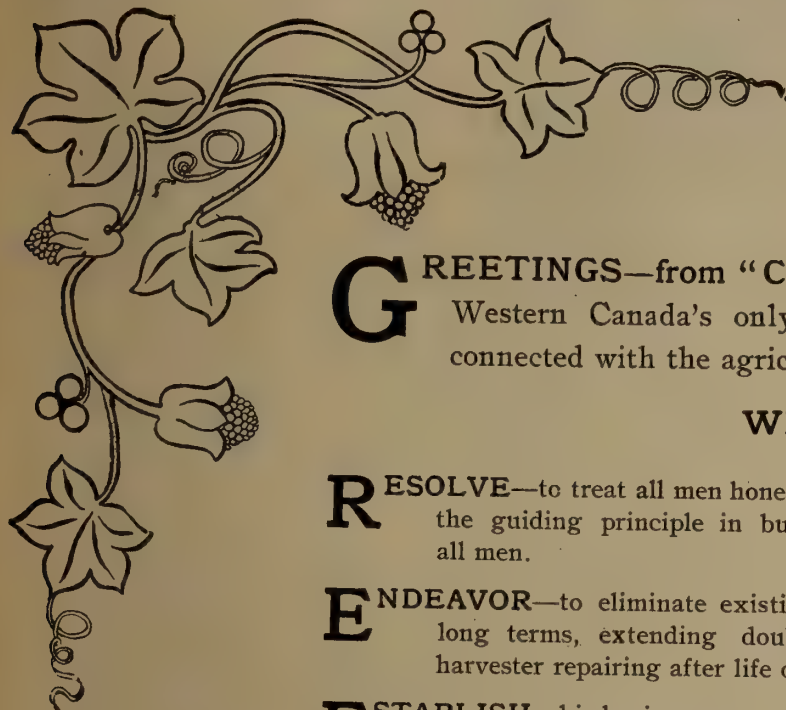
Calgary

CANADIAN FARM IMPLEMENTS

Vol. VI, No. 6,

WINNIPEG, MAN., DECEMBER, 1907.

SUBSCRIPTION PRICE } Per Copy, 5c. }
Per Year, 50c }



GREETINGS—from "CANADIAN FARM IMPLEMENTS,"
Western Canada's only implement trade paper, to every man
connected with the agricultural implement and vehicle business

WHO WILL

RESOLVE—to treat all men honestly, fairly, and equally in the future, taking for
the guiding principle in business life the policy of a square deal to
all men.

ENDEAVOR—to eliminate existing trade evils—such as price cutting, granting
long terms, extending doubtful credits, accepting old machines, doing
harvester repairing after life of guarantee, and other similar evils.

ESTABLISH—his business upon sound principles, giving due care to all details of
operation, reducing things to a system of greater efficiency and economy, thereby
placing himself in a better position to care for the wants of his customers and
meet his obligations to his creditors.

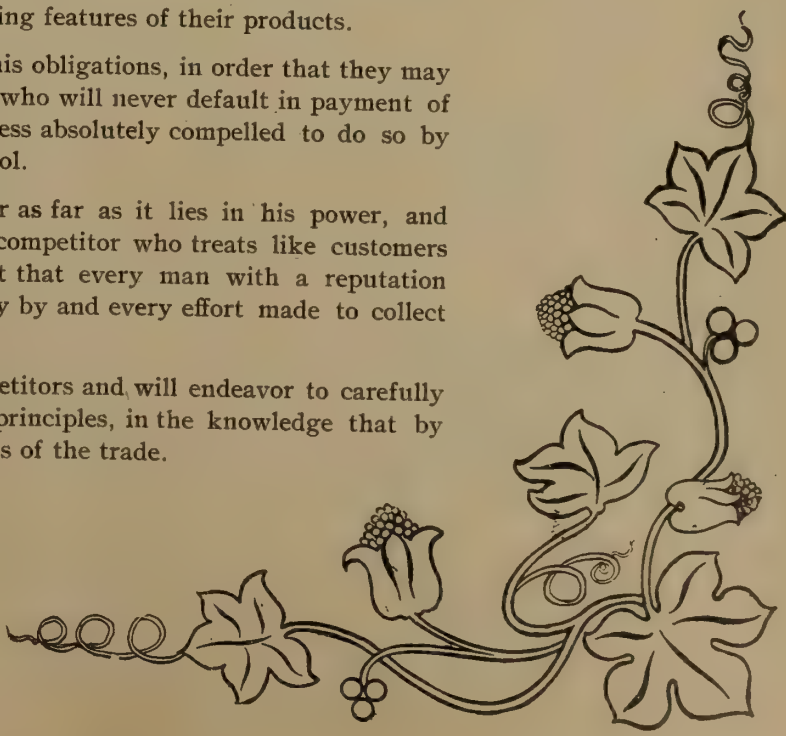
THINK—consider, and if possible further, all propositions that may mean benefit
or profit to the whole implement trade, even though of no immediate benefit to
himself, such as the organization of a retail dealers' association, the formation
of local clubs, or anything else bound to result to the benefit of the trade.

ISSUE—good, live advertising through the medium of his local paper, circular letters,
etc., in an attempt to prove to farmers the merits of the lines he handles, and
who will take advantage of the opportunities offered by manufacturers to better
acquaint the consumer with the outstanding features of their products.

NOTIFY—his creditors when unable to meet his obligations, in order that they may
be able to make other arrangements, but who will never default in payment of
his accounts, either in part or in full, unless absolutely compelled to do so by
circumstances over which he has no control.

GENEROUSLY—help the unfortunate farmer as far as it lies in his power, and
who will impute no selfish desires to any competitor who treats like customers
in a similar manner, but who will see to it that every man with a reputation
for unnecessary slow paying is dealt firmly by and every effort made to collect
the accounts he contracts.

STRIVE—to get on better terms with his competitors and will endeavor to carefully
secure their endorsement of the foregoing principles, in the knowledge that by
so doing he is working in the best interests of the trade.



Calgary.

Mr. H. A. Dunn, manager of the Fairchild Co. here, spent some time on a trip to Edmonton and C. N. R. points during the past month.

Mr. C. B. Tomlin, of the Moline Plow Co., of Moline, Ill., is assisting Mr. Fred Wright, representative of the Canadian Moline Plow Co., in this territory.

Mr. A. P. Campbell, manager of the business of the Massey-Harris Co., in New Zealand, was in the city recently, on his way home from a visit to the head office of the company.

A convention of the Alberta general agents and travellers of the Massey-Harris Co., was held in the office of the company the closing day of November. The meeting was called for the purpose of arranging plans and formulating the policy of the company in connection with sales, collections, etc., in this territory during 1907-8.

Mr. J. P. Minhinnick, general agent for the Frost & Wood Co., here, spent the early part of the month in the northern part of the territory, visiting Edmonton, points along the C. N. R. as well as Wetaskiwin and Lacombe on the Strathcona branch.

The Massey-Harris Co., recently let the contract for the erection of a large warehouse at Leithbridge. It is their intention to use this for trans-shipping goods to points tributary to Lethbridge. They report having just completed a large track warehouse for similar purposes at Vermillion, Alta., on the C. N. R.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held on Saturday, December



Calgary warehouse and office building of Tudhope, Anderson & Co., Winnipeg.

7th. There was a very representative attendance of the membership. A number of matters of import to the trade were discussed, the most important being the proposed amendment to the Lien Law Act, which it is confidently expected, will be passed at the next session of the Alberta Legislature. The proposed amendment is fashioned on the plan of the Lien Act in force in the other two prairie provinces, and if passed will place liens in Alberta on the same basis as now in force in Manitoba and Saskatchewan. Another matter brought before the Association was that of the new freight tariff recently put in force by the Canadian Pacific Railway. This has not met with the entire approval of Calgary wholesalers and shippers. The incoming rates are slightly lower than previously. Some reductions have been made on outgoing shipments north as far as Innisfail and south as far as Staveland, but these

reductions are completely counterbalanced by the increased rates to points north and south of the places mentioned.

Collections and settlements, particularly the former, are the all absorbing topics of discussion among implement men at the present writing. In the southern part of the territory, where crops were good, it was expected that settlements would be large. The opposite is the case—they are not at all what they should be nor as hoped for. The reasons assigned for this state of affairs are unsatisfactory prices, which, it is contended, should be higher in view of the prevalent conditions, and transportation facilities, which are certainly not what they should be. In most cases the elevators are full and farmers cannot get cars in which to ship their grain. In the central and northern districts crops were not as satisfactory though oats, which is the main product of much of that territory, turned out fairly good. However, the greatest difficulty is experienced in getting cars, consequently the farmers cannot get the money to meet their indebtedness. A great deal of hay awaits

shipment from points in the territory referred to but the car scarcity is tying things up tight. As an instance of the gravity of the situation it is only necessary to say that points that can handle from twenty-five to fifty cars are only getting ten. This makes it very hard on those who have stuff to ship and equally hard on the implement houses carrying their paper.

There has not been a break in the weather for the last two months. All of November and up to the end of the first week in December, when this was written, was more characteristic of the splendid October days than those of the usual subsequent months. Farmers have been able to pursue their threshing operations without a stop, and this offsets, to some extent, the unsatisfactory weather earlier in the year.

We notice with pleasure that Mr. H. Aird, who was assistant manager of the Massey-Harris Co., at Calgary, for about one year, has been appointed manager for the company at Saskatoon. Every success, Mr. Aird.

Many Manitoba readers and others, will be pleased to know that Mr. E. W. Day, formerly an old machine man of that province, has been appointed the standard bearer of the Conservative party for the Strathcona constituency at the approaching Federal bye-election.

It is expected that the J. I. Case T. M. Co. will get into their new warehouse and office building by December 15th. This will give the company better facilities for the transaction of their business, while being of greater advantage to their customers and agents.

Mr. H. Annis, head shipper for the Massey-Harris Co., at this point, left December 1st for Saskatoon, to assume a like position under Mr. H. Aird. He will be replaced here by Mr. J. McAllister, of the Edmonton branch of the company.



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio
156 Viaduct
Miller, Morse Hardware Co. Ltd.,
Winnipeg, Canada.

BRADSTREET'S

Established 1849 Capital and Surplus \$1,500,000

Offices throughout the civilized world.

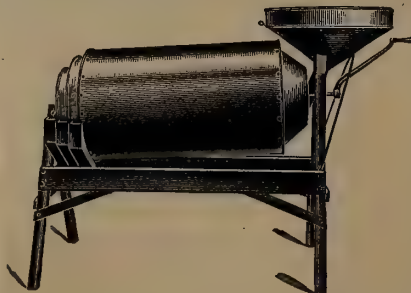
Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.
Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

Beeman's New "Jumbo" Grain Cleaner



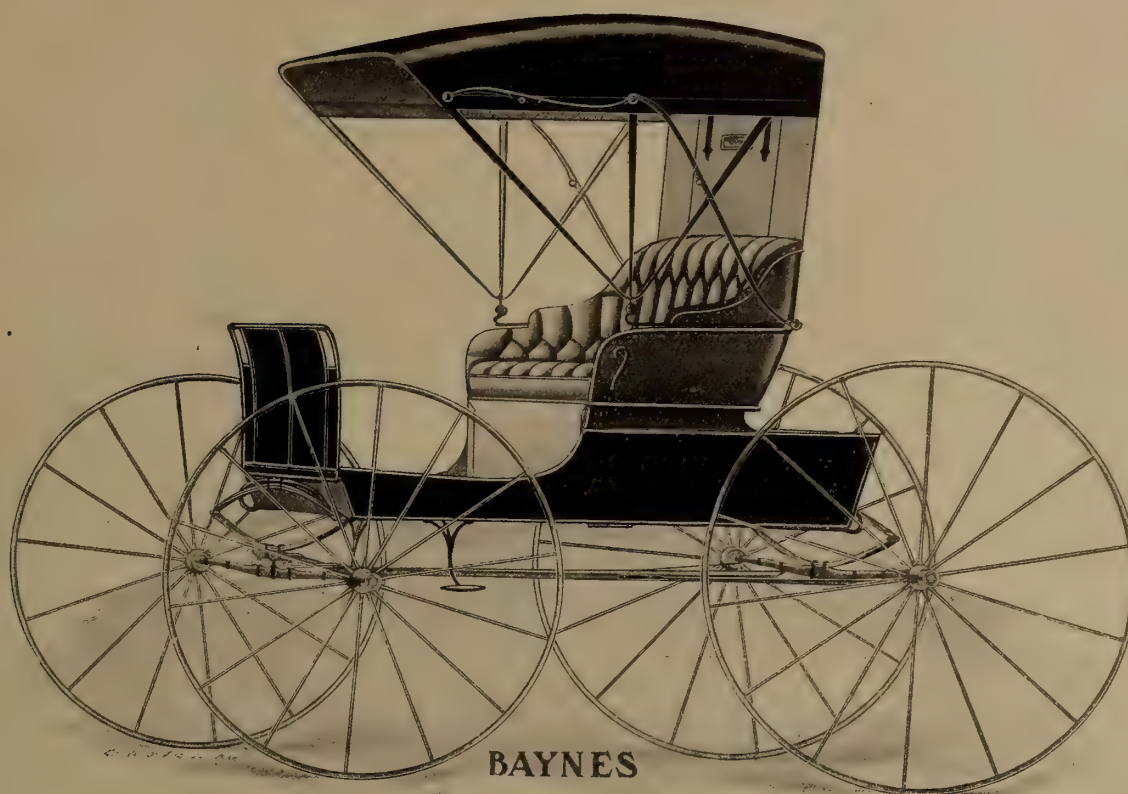
Guaranteed capacity on wheat
100 bushels per hour.

Just the machine for cleaning grain for market on account of its large capacity and an absolute necessity in cleaning grain for seed.

The "Jumbo" is sold on a guarantee to do better work and more of it in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

We give exclusive sale to dealers and do not sell farmers where we have an agent. Why not sell the farmers what they want? Write today and secure the agency.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.



No. 511

Notwithstanding the adverse reports of crop conditions there had been inspected at Winnipeg up to November 14th, 15,730 cars of wheat as against 22,372 cars in 1906.

There is stored in the elevators 1,654,927 bushels more than at the same time last year.

This is not a bad showing and not at all depressing.

If it were not for a little stringency in money matters there would be no particular reason for complaint, as the increased price helps out.

Nevertheless purchasers will be more conservative in letting go their money and will scrutinize each purchase more carefully than in the past.

For this reason we think "Baynes Buggies" just fit the present requirements.

We manufacture the largest line of business and pleasure vehicles made in Canada, and we do not make a poor style or a poor job in our entire line.

Furthermore, our prices are moderate.

The above cut illustrates one of our styles, and any purchaser of a No. 511 will appreciate that he has bought one of the best made, best looking vehicles there is on the market.

We sell to carriage dealers only, and will be pleased to send our catalogue to any dealer on application.

The Baynes Carriage Co., Limited,
Hamilton, Ont.

Did it Pay?

Is the hand cream separator business worth while? This is a question that many a dealer is asking himself at the present time. It is a question of more than usual interest this season, and if followed out in a logical train of thought is bound to make its own points.

In many past issues we have asked: Does it pay to handle a cream separator? and times without number have we been forced by the arguments we have heard and the conclusions we ourselves have come to, that it most certainly does. More effective than all our debates is the proof which the year just closing affords. In previous articles we have endeavored to show the advantages that have accrued to the dealer by his handling a cream separator. In this number we intend to present for the consideration of those members of the trade not handling a cream sep-

arator, a different aspect of the case and leave it to each dealer to draw his own conclusions.

Did it pay a farmer to own a cream separator in 1907? For the sake of a case we will imagine ourselves in a district where grain growing has been practiced exclusively for a number of years. In the town, upon which the farmers of this particular district draw for their supplies, are two implement dealers. Both are men of average ability, bright, hustling fellows, and both have been very successful in their enterprises. The outstanding difference we note in these two dealers is the fact that one is a believer in the hand cream separator as a farm utensil, while the other holds an opposite opinion and refuses to accept the agency for any machine.

In his hustle for business the dealer, awake to the separator's possibilities in his district, comes to a conclusion that a more diver-

sified mode of farming would be better for his community. These ideas he gradually disseminates on his rounds. The farm journals also advocate a like policy and the different agricultural experts of the country also favor such methods—in preference to exclusive growing of grain.

Gradually these ideas get soaked in, and make an impression on a few farmers. Here and there some decide to try it. One decides to try dairying, and consequently puts in a small herd of ten good dairy cows. He avoids scrubs in making his selections, and picks out animals whose ancestors have a reputation for heavy returns at the pail. He next secures a cream separator and a few other necessary dairy utensils. His neighbors think he is going into the game too extensively they endeavor to dissuade him from such a course, laugh his proposition to scorn among themselves, and begin to speculate at what price his lands will sell per acre on a forced market.

January 1st finds him milking eight cows, which average is maintained throughout the year. With practice he grows more proficient at the business, and discovers that the reports of drudgery, with which his neighbors assailed his ears, are foreign to his experience. The cream separator has entirely removed this discouraging feature of dairying. Now he has plenty to occupy his attention during the long days of the winter, for in addition to his cattle he is feeding a bunch of hogs on the skim milk, and finds them a very profitable adjunct to successful dairying operations.

The winter months last longer than is their wont, and spring is very late. Eventually the work of seeding is done. He puts in about

as much crop as any of his neighbors. Spring rains fail to materialize and growth is very backward. His pasture lands suffer from drought, it is true, but his cows are still milking, and as there is a steady market for his dairy products he is always making a little cash now and again.

Summer is characterized by hot winds that dry up the grounds and shrivel the grain. Hailstorms pass through his district and he suffers with the rest of his neighbors, so that when the season is ended he has nothing to show for his toil, but enough feed for his stock during the winter months.

When the end of the year is reached he turns his attention to how he has fared. Yes, he has been equally unfortunate as his fellows. His entire crop was as much a failure as theirs. But wait, there is yet his returns from his dairy cows and hogs. His records show an average of 5,000 pounds of milk from each of the eight cows, averaging a fat content of four per cent. This gives him 200 pounds of fat, worth about 30 cents per pound, or a total return in butter fat from each cow of \$60. The skim milk which he had fed his hogs, he estimates to be worth 20 cents per hundred-weight, which is equal to \$9.60 more from each cow, or for the eight cows that have been consistently producing, a total return of \$556.80.

Next he takes up the matter of expense. He bought his stock for cash, and decided to repay himself in annual instalments covering a period of five years. The four young calves raised since the spring have come along splendidly and he reckons their value equal to the amount of the first annual instalment, with interest thereon. While the crop in his district has



First Class Goods

BACKED UP

By a First Class Firm

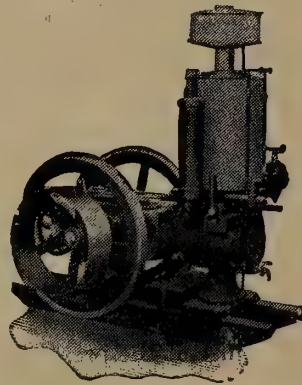
is what First Class Dealers want. We have them as follows.

Wind Mills Gasoline Engines,
Horse Powers, Well Drilling Machinery,
Empire Cream Separators,
Grinders, Feed Cutters, Saws,
Pumps, Tanks,
Village Fire Engines,
Steel Lawn Swings, Pipe, Belting,
Hose.

GET OUR CONTRACT FOR 1908

Ontario Wind Engine & Pump Co.
LIMITED

Logan, Chambers and Henry Aves.
WINNIPEG.



Sold only through dealers

Omega Separator

The Separator That Makes Good and Stays Sold

You are interested above everything else in furnishing a separator to your customers that will work so well that you will never hear from it again.

Dealers who handle the Omega are never troubled with complaints.

Because it is so simple and so perfectly built, even inexperienced users have no trouble to "make it work."

The Omega has every other separator beaten on their talking points of clean skimming, easy cleaning and easy turning.

REMEMBER—Sold only to Dealers.

The Omega Separator Co., Lansing, Mich.

And no other separator compares with it in the ease with which you can take it apart and put together—stop bowl, take apart, clean and replace in three minutes.

No kit of tools needed, only a wrench.

Bowl has bearing both above and below.

Bowl drains itself, both milk and cream delivered at bottom.

Many Omegas have been working over fifteen years, and they are going all right yet.

Write for our proposition.

John Deere Plow Company, Ltd. Winnipeg, Regina, Calgary.



been unprofitable the greater proportion of the country has prospered. Feed grains have been a fair price, and allowing for all costs of feeding, housing, etc., he finds each cow has stood him about \$30 in expense, or \$300 for his original herd. He allows the balance of \$350 to clear his separator instalments, for though he paid cash for it he is going to carry it over three years. A subtraction immediately shows a clear gain of \$206.80 on the season's dairying operation. For his own time he equals the value of his hogs, which have brought good prices during the year.

Now his neighbors have nothing to show for their months of toil, while he, as poorly off as the rest of them in the matter of crop, has cleared enough from his dairy and hogs to wipe out living expenses, and leave a respectable balance for himself.

Did it pay that farmer to own a few dairy cows? Did it pay him to have a cream separator? Could he have come off just as well without a cream separator? No. Had he used other systems he would have had to invest in cans and pans. Had he skimmed his milk by shallow pan methods he would have

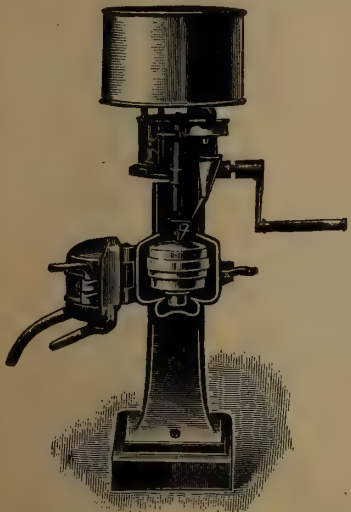
lost from one to one and one-half per cent of butter fat. Skimming by the deep-setting system would have cost him from two-tenths to four-tenths per cent of butter fat, while the water dilution system is a delusion and a snare, losing from four-tenths to one per cent of butter fat in the milk. Against all these methods the hand cream separator stands out clearly in comparison. A high grade machine will skim to a trace and leave an unimpaired quality of skim milk for stock feeding purposes.

Our illustration is one in which the initial investment plays a prominent part. Think of the profit in the business where a farmer has cows already paid for and is simply working along the lines we have outlined. Supposing such a farmer had a record like this to show for 1907. Did it pay him to go into diversified farming and own a cream separator? Would it not pay you to push the cream separator business harder during 1908? If you are not already selling a separator don't you think it would be a profitable line to take on? It would.

The Difference.

Tennyson or Kipling could take a worthless sheet of paper, write a poem on it and make it worth \$50,000. That is Genius. Rockefeller can write a few words on a sheet of paper and make it worth \$1,000,000. That is Capital. The Government can take a piece of paper, make a bank note out of it worth \$5.00. That is Money. A mechanic can take material worth \$2.50 and make it into a watch-spring worth \$25.00. That is Skill. A woman can purchase a 75 cent hat but prefers one at \$27. That's Foolishness. A ditch digger works ten hours and handles several tons of earth for \$2.00. That is Labor. The compositor who set this type can write a cheque for \$90,000 but it wouldn't be worth a dime. That is Truth. When a manufacturer or jobber wants to bring the merits of the goods he makes or handles to the attention of the implement trade of Western Canada he advertises them in CANADIAN FARM IMPLEMENTS, Western Canada's trade paper to the implement dealer. That is Good Judgment. When a dealer wants to keep posted on all matters of interest to the trade, to get the cream of the advertising of jobbers and manufacturers of farm implements and vehicles, he pays his subscription, fifty cents per year, and gets Canadian Farm Implements. That's Common Sense. See?

MELOTTE Cream Separators



Melotte Cream Separators are made to run every day of the year, and they cost less for repairs by 75% than any other Cream Separator on the market.

Their selling points are easily demonstrated and their reliability unchallenged.

Write us to-day for full information.

Melotte Cream Separator Co. Ltd.

W. ANTLIFF, Manager.

WINNIPEG CALGARY

Agents for Ideal Gasoline Engines.

THE NEW MODEL DE LAVAL SEPARATOR

Beautiful in Design

Perfect in Construction

Everlasting in Daily Use

January 1st will witness the introduction of the new Canadian De Laval Separator combining with those features which have maintained De Laval prestige for over a quarter of a century a few new ideas in separator construction making for greater convenience and utility.

The bowl is constructed without a spindle while the height of supply can and crank is most practical. The whole machine is a lesson in mechanical beauty and simplicity operating as smoothly and noiselessly as a watch. Only one tool—a screw-driver—is required to set the machine or to entirely remove its parts.

The New De Laval Separator will win on appearance alone while behind this stands every sterling quality which has made

De Laval Standard of the World



'Nuff sed.

If you are the most aggressive dealer in your town

Ask for a
De Laval Contract

We are looking for
you.

De Laval Separator Co.

WINNIPEG

Montreal

Vancouver

Brandon.

Mr. James Sherriff, manager of the Portage Iron & Machine Works, of Portage la Prairie, Man., was a visitor to the Wheat City a short time ago.

Mr. John Adams, of the Cockshutt Plow Co., Winnipeg, spent a day in the city a short time ago, on his return from a trip to Hamiota and other points along that line.

Mr. Walter Merrell, of Merrell & Kelly, Souris, Man., was in the city on a business trip since our last report. He reports things quiet through that district.

Mr. E. J. Gifford, manager of the North-West Thresher Co., here, was laid up for several days during the past month, but is now fully recovered and able to be around again. He recently purchased a nice home on 14th Street and is now comfortably settled here.

The partnership of McKellar Bros., who have been doing an implement business here has been dissolved. Mr. Duncan McKellar is retiring and intends going West, where he expects to return to farming. Mr. John McKellar will continue the business. He has moved

from his old premises on 10th Street to the new warehouse of William Gray & Sons, and the Manson Campbell Co., on Pacific Avenue.

In the Brandon district trade is very dull. Practically no business is being done. The sales of sleighs and cutters are practically nil, owing to the fine weather which has prevailed all fall. There is very little snow, but larger falls are expected to bring more activity in the disposition of runner vehicles. Collections, too, are very backward. Farmers claim that they are not getting very quick returns from their wheat shipments, and as a result payments are being deferred almost continuously.

The directors of Brandon Fair, at a meeting held about a month ago, decided to hold their exhibition from July 13th, to 17th, inclusive. Since this decision Winnipeg has announced dates from the 11th, to the 17th, of July so that unless amicable arrangements can be reached by the respective Boards there is liable to be a clash. The Wheat City sent a delegation to interview the Provincial Government, the railways, and the Winnipeg Fair Board, in an endeavor to have

the Winnipeg Exhibition follow the one held here. Neither the Government nor the railways would take any steps toward such an end, and it is understood that the Winnipeg Exhibition are committed to so many contracts for attractions that they are unable to meet Brandon's request. Just what action will be taken by the Brandon Board is not yet definitely known.

Dealers Want Organization.

December 2nd., 1907.

C.—, Man.

Editor,

Canadian Farm Implements:

In perusing your last issue I was much impressed with your remarks in reply to letters you had received in reference to an association of the retail implement dealers. I agree with you that the move for such an association must come from the dealers themselves; yet there is another side to this, how can we get together unless called by some central person or persons who may have opportunities of knowing the dealers all over the provinces and reaching them by letter?

I believe this is a matter that interests very largely the Wholesale Implement Association of Winnipeg. Why could they not arrange for a meeting of all who are connected with the trade? Suppose they sent out a circular to the local dealers asking them two questions: first, are you in favor of an association? and second, will you meet your brother dealers at a given time and place to discuss the matter? I believe if this were done

there would be affirmative answers to both questions from all the best of the trade.

We dealers want organization in the worst way. There are so many things in our business that might be different, and better, if we stood together as one man. Take for instance the recent increase in freight rates out of Winnipeg through the province of Manitoba. Could we not do more as an association than as individuals in appealing to the powers that be for reductions in the new schedules? Again, express charges are a serious hardship in our business, which we might be better able to handle if united than as we are at present—just every man for himself.

Another reason in my mind for our coming together is to exchange ideas on our own local business, as to credits, trades of old machinery, price cutting, insurance and so on. I am convinced that if only fifty per cent of our retail dealers organized in an association of this kind and stood together, that in two years there would not be a live dealer in the country who would be outside the association. The benefits to be derived from such an organization would be so many that the honest dealer would see the advantage of it and come in, while the price cutter and the old machinery trader would be frozen or starved out of existence.

If this letter escapes the W. P. B. I may be back again. Thanking you for the use of your valuable space, which I greatly appreciate, I hope steps will be taken to found such an organization as you have repeatedly suggested. Wishing you continued success in your efforts for trade betterment, I am,

One For An Association.

Appoint New Officers.

The election of officers for the Deere & Mansur Co., of Moline, Ill., made necessary by the death of Chas. H. Deere, resulted in the election of the following officials: president, Mr. Wm. Butterworth; vice-president, Mr. John W. Good; secretary, Mr. George W. Crampton; and treasurer, Mr. R. B. Lourie.

Where Was Father.

"Go to father," she said, when I asked her to wed. And she knew that I knew that her father was dead; And she knew that I knew what a life he had led; And she knew that I knew what she meant when she said:

"Go To Father!"

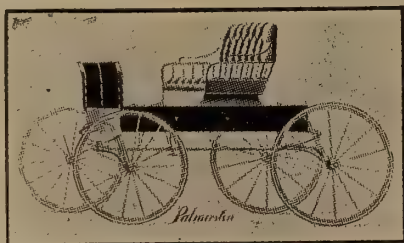
MOUNT FOREST CARRIAGE CO., LTD.

MOUNT FOREST, ONTARIO

To our many Friends and Customers

We wish you all

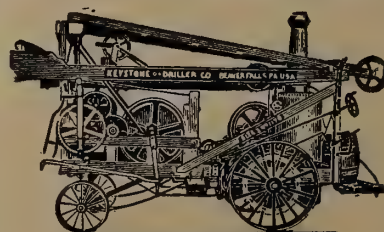
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Standard No. 118.

Western Representative

A. C. McRae, Winnipeg.



A KEYSTONE Water Well Driller

WILL EARN YOU MORE MONEY THAN A
\$10,000 Farm.

Everybody uses water. A drilled well is the only means of obtaining a pure, cold and unfailing supply. A Keystone Steam Drill is the quickest, cheapest and best machine for doing the work. Outfit will pay for itself in 3 months—good for twenty years. If you have a little ordinary mechanical skill we can put you on the road to fortune.

Write for free copy of our Well Drillers' Instruction Book No. 13.
KEYSTONE DRILLER CO.
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MOLINE PLOW COMPANY

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Makers of The Famous Moline Plows and Other Flying Dutchman Farm Tools.
Henney Buggies. Mandt Wagons and Bob Sleighs.
Light Running National Manure Spreader.
Jobbers of Success Grain Drills and Success Hay Tools.

BRANCH HOUSES:

Kansas Moline Plow Co.	-	Kansas City, Mo.	Missouri Moline Plow Co.	-	St. Louis, Mo.	Southern Moline Plow Co.	-	New Orleans, La.
Nebraska Moline Plow Co.	-	Omaha, Neb.	California Moline Plow Co.	-	Stockton, Cal.	Oklahoma Moline Plow Co.	-	Oklahoma City, Okla.
Minnesota Moline Plow Co.	-	Minneapolis, Minn.	Western Moline Plow Co.	-	Salt Lake City, Utah	Dakota Moline Plow Co.	-	Sioux Falls, S. D.
Texas Moline Plow Co.	-	Dallas, Texas	Colorado Moline Plow Co.	-	Denver, Colorado	Oregon Moline Plow Co.	-	Portland, Oregon

CANADIAN MOLINE PLOW COMPANY

Winnipeg, Man.

DEALERS DEMAND PROTECTION AND WE GUARANTEE IT.



"Hero" Grain Separators

are sold to the Trade only.

The "Hero" is the best grain separator on the market.

It excels in thoroughness of work and cleans oats from wheat perfectly.

Every machine is built of the best materials we can procure.

No other cleaner can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

Remember we protect you and give you the best machine of its kind offered the public.

Catalogues and full information on request.

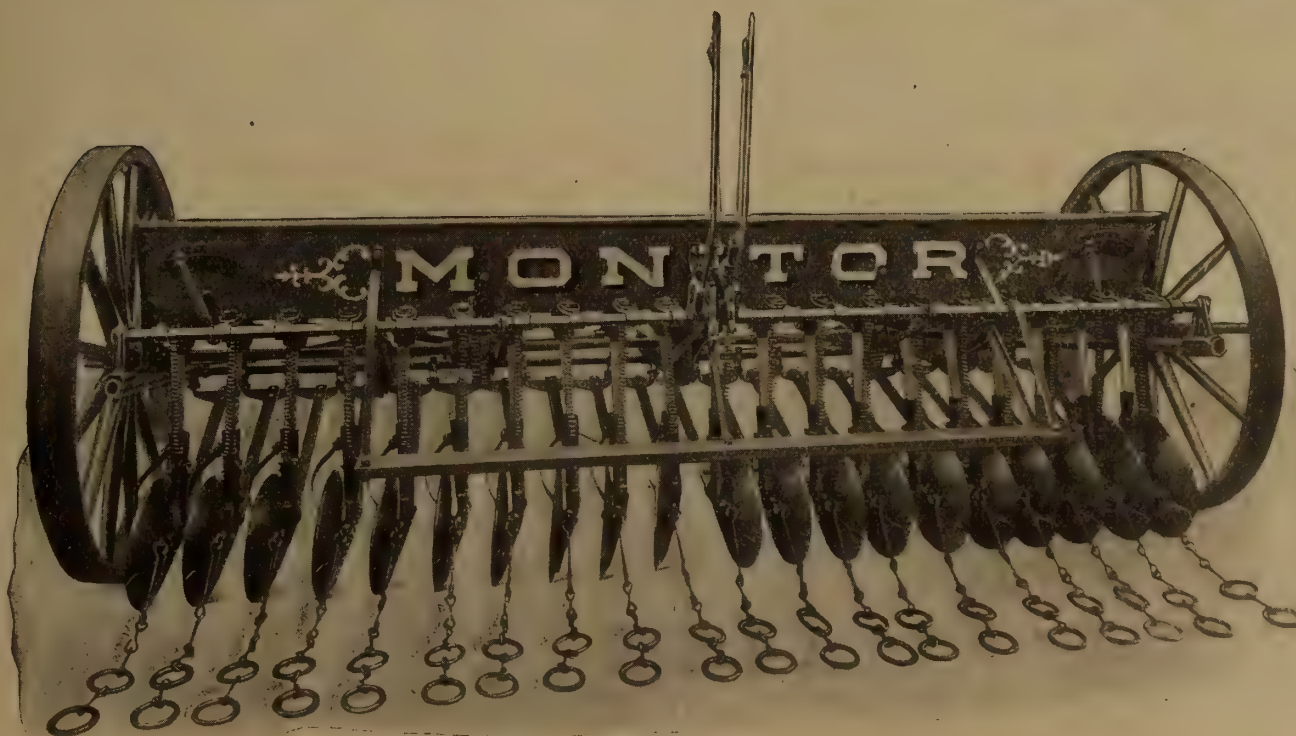
HERO MANUFACTURING CO. Ltd., Winnipeg



MONITOR DRILLS



HOE
SHOE
SINGLE
AND
DOUBLE
DISCS



MADE
to work right.

MADE
to wear right.

MADE
to please the
farmer.

MADE
to get the
BUSINESS
for the dealer.

The latest improvements are illustrated in our latest catalogue No. 62. Ask for it of

JOHN DEERE PLOW CO., LTD., WINNIPEG, REGINA. CALGARY, Canada.

Or MONITOR DRILL CO.,

Minneapolis, Minn.

New Freight Rates Vigorously Protested.

On November 25th the Canadian Pacific Railway and the Canadian Northern Railway put in force a new schedule of freight tariffs governing shipments in Western Canada. As a general rule these schedules show a very material increase over old rates, with the result that they have been very generally condemned by shippers, not only in Winnipeg but over the entire country.

This change in rates is the result of the protest made to the Board of Railway Commissioners by the Portage la Prairie Board of Trade. In this protest it was claimed that the railways were giving Winnipeg shippers the benefit of a rate, which was discriminatory in their favor, to the detriment of shippers in other centres and consequently illegal. In this view they were upheld by the Commission who ordered the railway companies to abolish former tariffs and substitute new ones, which could be made the subject of complaint if found to be unjust to any interest.

As soon as the new rates and the date at which they were to become operative were announced, and shippers had an opportunity of looking into the former, many protests were made to the Railway Commission. The Winnipeg Board of Trade and the Winnipeg Shippers' and Jobbers' Association, acting jointly, telegraphed the Commission asking that the date when the rates should come in force be deferred until February

15th, which would give ample time for considering the new tariffs and preparing a formal protest. The Winnipeg Wholesale Implement Association immediately took the matter up and wired the Chairman of the Commission as follows: "The Winnipeg Wholesale Implement Association most vigorously protest against the proposed exorbitant advance in submitted rates governing shipments of implements and vehicles from Winnipeg, and respectfully request that the proposed tariffs, effective November 25th, be not approved of by your honorable Board, as this Association considers proposed rates most unjust."

In reply to numerous protests received the Commission advised the Winnipeg Board of Trade on Saturday, November 23rd, that the rates as announced by the railway companies would not become effective on November 25th. This order, after the Commission had had a conference with several railway officials, was countermanded the following day and another immediately issued stating the rates would become effective as announced. This information to the Winnipeg Board of Trade was accompanied by the suggestion that a delegation of Western business men go to Ottawa and lay their views before the Commission in a joint conference with officials of the railway companies. After careful thought the officials of the Board of Trade and the other local organizations declined to accept the suggestion but urged that the tariff expert of the Commission be sent to Winnipeg to investigate the new schedule at first hand, and that the action of the Commission be based on the report the expert would submit. That is as far as the matter has gone with the railways and the Commission.

In view of the fact that the Manitoba Government have a clause in

the charter of the Canadian Northern Railway, whereby, for the guaranteeing of the bonds of this road, they were to have the regulation of freight rates, a delegation of Winnipeg shippers waited on this body and requested that the Government take action to enforce a reduction of rates on the road in question. After the situation had been thoroughly threshed out the delegation were informed that no action would be taken by the Provincial Government pending the decision of the Railway Commission.

A Splendid Catalogue.

Beautifully printed, handsomely illustrated, and containing a fund of information regarding their various lines, the new catalogue of Deere & Mansur Co., of Moline, Ill., is one of the many pleasant surprises that came through the mails to our desk during the past month. In it we found many things of interest to handlers of farm machinery. There are a number of full page engravings of different implements, printed in colors, and these add very considerably to the pleasing appearance of this list. Any dealer who is desirous of securing a copy of this catalogue should drop a line to their Canadian representatives, the John Deere Plow Co., of this city. In securing a copy don't fail to mention our paper, you'll confer a favor on us by doing so.

Oats Weak in Germination Qualities.

During the Seed Fair conducted by the Dominion Department of Agriculture, under the auspices of the Dufferin Agricultural Society, which was held at Carman, Man., on December 9th, Mr. E. D. Eddy, representative in Manitoba of the Dominion Seed Branch, gave utterance to a significant statement. In

the course of his address to the farmers present on the importance of having their seed grain tested for germination qualities he stated that he had secured samples of wheat, oats, and barley from many points throughout Manitoba and forwarded them to Ottawa to be tested. While no report had been received regarding wheat samples, he was advised that the oats collected from the C.P.R. main line south averaged only 57 per cent germination, while those samples of oats taken north of the C.P.R. main line, had only averaged about 30 per cent germination. Barley was also said to be exceptionally low in germination qualities.

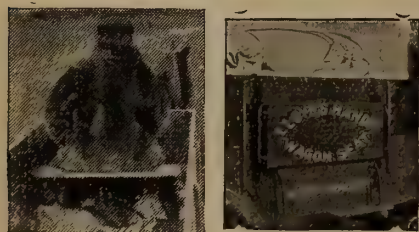
In view of this condition it has become necessary that every dealer post his customers and the farmers of his district in regard to this condition. If a farmer desires to have samples of his grain tested he should forward a sufficient quantity, say three or four ounces, to the Commissioner, Seed Division, Department of Agriculture, Ottawa. These samples can be forwarded free, but every sample should be accompanied by full information such as name of sender, post office address, variety of grain, yield to acre, and any other data of value.

Dealers should try and induce as many farmers as possible to adopt this procedure, or else test their own grain as to its germination qualities, and thereby find out just what average of crop may be expected from their grain. The result would be that when seeding comes wise farmers would take the necessary steps to see that sufficient extra grain was sown in order to overcome the deficiency in the germination qualities of their seed.

New Representative in East.

Mr. L. D. Koser, has been appointed to the position of representative of the Dain Mfg. Co., in Ontario and the Eastern provinces, in succession to Mr. Frank R. Shantz who recently resigned. It is said that Mr. Koser's years of experience in the retail business, in territory travelling and in territory management peculiarly fit him for this position. We wish him every success in his new field. The products of the Dain Mfg. Co. are handled in Western Canada by the John Deere Plow Co., formerly the Fairchild Co.

LLOYD'S Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

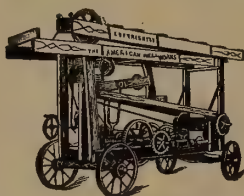
Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

—THE— American Well Works AURORA, ILL., U.S.A.

Winnipeg Representative:
T. H. MAXWELL, 178 Rupert St.



59 Styles and Sizes for depths of 100 to 3,500 ft. for drilling Water, Oil, Gas Wells, and Mineral Prospecting.

CATALOGUES ON REQUEST.

Correspondence solicited—giving details of what must be accomplished.

We want the name of every Implement Dealer in Canada, to whom we may send catalogues.

We also want Selling Agencies in different centres.

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

**Central
Business College**

WINNIPEG, MAN.

Write for Catalogue.

The Model "B"

LINE OF

Disc Harrows



POSSESS MANY POINTS

OF

EXCLUSIVE

MERIT



BE SURE TO WRITE

US BEFORE

PLACING YOUR ORDER



Actual Field Scene illustrating the great flexibility of these Harrows.



THE DEERE MODEL "B" HARROW IN ORDINARY WORK
Note the PENETRATION

These Harrows are built in 6, 7, 8 and 9 ft. cut, with either 16 in., 18 in. or 20 in. disc.

ADDRESS:

Mentioning this Paper

JOHN DEERE PLOW CO., LTD.

WINNIPEG

REGINA

CALGARY

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS
IN AND MANUFACTURERS OF
AGRICULTURAL IMPLEMENTS AND
VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, CANADA
Telephone 518

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Fifty Cents per year. Single copies Five Cents
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solicited from dealers, jobbers, general agents,
travelling salesmen, manufacturers and others,
on matters pertinent to the agricultural imple-
ment and vehicle trade. As an evidence of good
faith, but not necessarily for publication, every
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reserves the right to edit all matter submitted
but does not undertake to endorse opinions
expressed in its correspondence columns.

Member Western Canada Press Association.
Entered in Post Office at Winnipeg as second
class matter.

WINNIPEG, CANADA
DECEMBER, 1907.

With Season's Greetings.

To every man connected with the agricultural implement and vehicle business—be he manufacturer, jobber, dealer, salesman, office man, or mechanic—we take this opportunity of wishing each and all a very Merry Christmas and a Bright and Happy New Year. That the days of the future may bring each of you a full measure of your desires, a due appreciation of your responsibilities, a fair share of this world's wealth in proportion to your endeavors, and perfect health, is the sincere wish of Canadian Farm Implements.

Should Appoint Western Man.

We note with satisfaction that it is the intention of the Government, during the present session of the Dominion Parliament, to introduce a measure providing for an increase in the number of members of the Board of Railway Commissioners, and to enlarge the scope and powers of this body so that telegraph and telephone companies may be brought under its control.

Of all the institutions inaugurated by the Government none has more effectually proved its worth

new tariffs is the fact that in many than the present Railway Commission. To be sure it may have erred on some occasions, but inasmuch as it has accomplished many needed reforms in the interests of the people it has demonstrated its necessity and need for continuance. With its growth has come a proportionate demand that its field of action be increased and in the judgment of the Government this is necessary.

In selecting future members of the Commission we believe, with practically all the local jobbing trade, that among the appointments should be that of at least one man from the West. Such a man should be one who has been practically identified with Western commercial interests, a man thoroughly posted on all matters pertaining to railway systems, tariffs, etc., in this country—in all a man of high moral character, of sound judgment, of broad views, and unprejudiced and non-partisan politically. Among those connected with the implement trade of the country we can name many men who in our estimation are thoroughly qualified, both by experience and intelligence, to fill such a responsible position with credit to themselves and honor to the country.

Every Western business man would profit were a man from this side of the Great Lakes appointed to the Board. Such a man would necessarily be acquainted with the conditions that exist here and would be able to present arguments upon questions relating to this country that a man from Ontario, Quebec, or the Maritime Provinces would never think about. Direct representation on any body is always better than indirect representation, and we believe better results would be obtained for this country by appointing a man, or men, from among its own people. Our readers could emphasize this upon their representatives in Parliament by dropping them a line to this effect.

The matter of placing the telegraph and telephone companies under the jurisdiction of the Commission is a step of which we decidedly approve. There are many who believe that a revision of telegraphic rates is necessary and we are not disposed to disagree with them.

Pessimism is the screech in the hub of progress. Optimism is the lubricant. Be optimistic.

How Are Increased Freight Rates Justified?

If the railroad companies were able to make a profit carrying freights at the rates in force throughout Western Canada previous to November 25th, and their reports indicate that they were, on what grounds can they justify the very material increases in the ten new distributing tariffs that went into effect on that date? If the advance were confined to Winnipeg shippers, who were formerly privileged under the "traders' rate," and had the increase not been so exorbitant as it is, there might have been some grounds for justification. We can find no excuse for the excessive increases throughout the West, and we believe it will take a large amount of explanation on the part of the railway officials to make its necessity clear to Western shippers.

The new schedules of rates have been vigorously protested by the business men's organizations of Winnipeg and other Western cities. The importance of pressing the just claim of the country for freight rates on a lower basis is evidently recognized. True, some points may think Winnipeg's vigorous protests were actuated solely by self-interest, owing to the loss of the special "traders' rates," which her merchants enjoyed up until November 25th. In view of the general adverse comment on the new rates, a larger view must be taken of the whole case. While Winnipeg shippers naturally regret the loss of a rate which was exceedingly favorable to them, still the whole West, as well as the Gateway City, have come to recognize the fact that the new rates are altogether exorbitant, and not warranted by conditions. For that reason, if none other, it behooves Western shippers to present a united front to the Railway Commission in an effort to secure reductions.

One reason has occurred to us why the rates have been so greatly advanced. The railway companies may be acting on the old time idea that it is infinitely easier to come down than to go up. In this case they are possibly prepared to make reductions should the Commission so order, but will simply reduce to a basis identical with the general run of rates over the entire country previous to the enforcement of the new rulings.

One remarkable thing about the

cases they are higher than those in force twenty-five or more years ago. Here are a few examples, shipments being from Brandon and Portage la Prairie, the rates being in cents per hundred pounds.

From Brandon:					
		1	2	3	4
To Macgregor.	1907	27	23	18	14
	1882	26	21	16	13
Advances..	—	1	2	2	1
To Portage la Prairie.....	1907	33	28	22	17
	1882	30	24	19	15
Advances..	—	3	4	3	2
To Marquette.	1907	39	33	26	20
	1882	35	28	23	18
Advances..	—	4	5	3	2
To Winnipeg..	1907	48	41	33	26
	1882	41	33	27	21
Advances..	—	7	8	6	5

From Portage la Prairie:					
From Portage la Prairie:					
To Poplar Point	1907	15	13	10	8
	1882	13	10	8	6
Advances..	—	2	3	2	2
To Winnipeg...	1907	30	26	21	17
	1882	26	21	16	13
Advances..	—	4	5	5	4
To Douglas....	1907	29	24	20	15
	1882	28	22	18	14
Advances..	—	1	2	2	1
To Brandon...	1907	33	28	22	17
	1882	30	24	19	15
Advances..	—	3	4	3	2

If there were no other grounds for protest surely there is sufficient reason in the foregoing figures, and surely there is every incentive for Brandon, Portage la Prairie and all other shipping centres to act in unity with Winnipeg towards securing reductions in the present rates.

Another feature of the case that struck us was the fact that no protest against the new schedules has ever been made by any body of farmers, except in one instance, nor has any agricultural journal of the West devoted its columns to a protest on behalf of the farmers and yet in all cases the farmer pays the freight. Would it not be in the interests of the farmers of the country to make an effort toward securing reductions from the now exorbitant charges? On goods bought in Winnipeg for use in the Province of Manitoba there is an average increase of twenty-one per cent in the freight costs. Why does the agricultural press hesitate on this question when the interests of their subscribers are wholly at stake?

It is essential that the shippers of the West as individuals and all business men's organizations of the country stand together in an effort to reduce the now excessive rates from the different centres. Some dealers benefit under the new schedules but they are very much in the minority. While they have some advantage in rates from one centre they have much higher rates from another. Generally speaking the whole trade have suffered through the increased tariffs, and a combined effort will be required if reductions are to be secured.

Circumstances Govern.

In another column there appears a letter signed "Saskatchewan Dealer." The case therein presented is one that has appealed to us on more than one occasion, especially in our arguments on the subject of collections. It is simply the recitation of a condition of which Western business men have known many instances. It is something that invariably accompanies immigration into any new country, and we presume is a state of affairs to be governed wholly by the prevailing circumstances.

We fully recognize the position of the dealer in such a case, and that the manufacturers and jobbers have long been aware of it is evidenced by the liberal credits and long terms extended dealers in the past. A prominent implement man once said in our hearing: "We have carried the farmers on our financial backs through many hard years," and we believe there is much truth in his assertion. The dealer has been equally helpful in tiding farmers over periods of distress in the past and will likely do so again in the future.

Every man recognizes that it is impossible to get money from a man that has not got it. "You canna tak the breeks af a Hielan-man." It is not the man placed in such an unfortunate position that our articles are aimed at, it is at the man who has the money but who, instead of meeting his indebtedness, uses it for other purposes, it is at the man who has the cash but likes to finger it for a long time before parting with it, it is at the irresponsible individual who always tries to avoid his debts and to beat his creditors. It is at men such as these that we point our arguments. We have ever taken the stand that in a new country settlers require some assistance. If they prove their appreciation of it the investment is never lost, but if they abuse the privilege they should be quickly squelched. Business demands this. Most farmers who came through last year with a profitable crop should be in a position to pay off a part of their debt this year and it is essential that every dealer, in his own interests, get as much money in as possible.



Mr. David Drehmer, Assistant General Manager,
John Deere Plow Co., Winnipeg

Assistant Manager for John Deere Plow Co.

We have received notification that Mr. David Drehmer, whose likeness appears herewith, who has been sales manager for the firm of Deere & Webber Co., of Minneapolis, Minn., for the past five years, has resigned to accept a position as assistant general manager of the John Deere Plow Co. here, when this company takes over the business of the Fairchild Co., January 1st, 1908.

Mr. Drehmer has been connected with the implement trade since sixteen years of age, having started with a retail firm in Geneseo, Ill., in 1879. This connection he maintained for eight years when he was elected manager of the Geneseo Stove Co., a position he held for five years, and which he was compelled to give up on account of ill health. In 1889 he accepted a place with Deere & Co., of Minneapolis, and he has been with that house ever since, the firm of Deere & Co., having been incorporated as Deere & Webber Co., about ten years ago. In 1902 he was appointed sales manager of the company.

Speaking of the intended departure of Mr. Drehmer from Minneapolis, Farm Implements, the implement trade paper of that city, makes the following comment:

"Mr. Drehmer will be missed by his associates at Deere & Webber

Co.'s offices, as well as by a large number of personal friends among the retail dealers. He has been one of Deere & Webber Co.'s salesmen for eighteen years, and during that time has formed a circle of acquaintances in the implement business which can be equalled in extent by few, if any, of the other salesmen in the same line of business in the northwest. By far the greater majority of the dealers with whom Mr. Drehmer has been doing business all these years, count themselves his personal friends as well as his customers. His geniality, attractive personal qualities, unfailing courtsey, and invariable consideration for the interests of those with whom he is doing business, have had the natural effect of winning for him their friendship, as well as cementing the business connection."

In coming to the Gateway City, as assistant to Mr. H. W. Hutchinson, Mr. Drehmer will bring the valuable experience he has gained in a territory governed by practically like conditions as those that prevail here. He will have the additional advantage of handling a line of goods with almost all of which he is already very familiar.

On behalf of the trade of Western Canada we wish Mr. Drehmer every success in his advent into the magnificent territory lying north of the International boundary and west of the Great Lakes.

A Fond Farewell—A Hearty Welcome.

With the last day of December, 1907, the Fairchild Company, Limited, will cease to have existence as a live factor in trade circles. The following day the John Deere Plow Company, Limited, will take over the entire business of this concern. In this issue the Fairchild Company, long recognized as one of the most influential, as well as the oldest implement jobbing house of this territory, bids farewell to their friends and patrons, and to the trade generally throughout the country.

It is with a measure of regret that we mark the departure of a company such as this, which has been so actively connected with all phases of the business since the very earliest pioneer days. Through times of adversity, as well as prosperity, those at the head of the Fairchild Company have always been optimistic regarding the future of the great Prairie Provinces, and now when this country is really coming into her own and commencing to show to the nations of the world her magnificent heritage and her wonderful resources, we regret the disappearance of a name which has been closely interwoven with all that is highest and noblest in Western commercial enterprises.

In welcoming the new company, the John Deere Plow Company, we do so confident of the fact that in the years to come they will bountifully reap the benefits of having secured an established footing in the Canadian West. Deere plows are reckoned among the earliest importations of implements from across the line, and during the thirty odd years that they have been handled by the Fairchild Company not one jot or tittle have they lost in reputation. That this firm will receive the same generous treatment accorded the Fairchild Company we do not for a moment doubt, and that the future will offer them opportunities for profitable business such as will make the opportunities of the past appear comparatively insignificant, we firmly believe. In welcoming them as another Canadian institution we can simply say that the business is here, that greater business will be here, and that the results depend upon the efforts put forth to secure it.

We are pleased to note that the John Deere Plow Company will continue under practically the same management as that which made the Fairchild Company such a success. Mr. H. W. Hutchinson, who will become general manager of the new organization, is well known to the whole trade of Canada. A man of sterling character, great executive ability, and genuine enthusiasm for both his business and the country, we do not believe that Deere & Company could have secured a better leader to command their

forces in the battles for business. Mr. Hutchinson will be assisted by **Mr. David Drehmer**, a gentleman who has established a reputation among the implement fraternity of the North Western States. At Regina, Mr. H. H. Kohlman will continue in charge of the John Deere Plow Co., while Mr. H. A. Dunn will be in control at Calgary. There will be practically no changes in the clerical or travelling staffs, so that the trade will be doing business with the old concern under a new name. All the lines heretofore handled by the Fairchild Co., will be handled by the John Deere Plow Co., and new lines will be added from time to time as the demands of the country warrant.

We are satisfied that the whole implement trade will join with us in bidding the Fairchild Company a fond farewell and in extending to the John Deere Plow Company a most cordial and hearty welcome.

Personals.

The firm of Cudmore & Lloyd, dealers at Dundurn, Sask., recently dissolved partnership.

Mr. Frank Hayes is starting an implement and vehicle house at Buchanan, Sask.

Richards & Legary, implement agents at Crystal City, Man., are closing out their business.

The firm of Naismith Bros., well known dealers at Wawanessa, Man.,

recently disposed of their business to Mr. Geo. McCluskey.

Mr. J. W. Simpson has started an implement and vehicle establishment at Grand View, Sask.

Morrison & Robertson is the name of a partnership opening up in the agricultural implement and vehicle business at Borden, Sask.

The implement firm of Robertson Bros., at Elgin, Man., has been succeeded by a new one to be known as Ross & Kerslake.

Mr. Ed. S. Strachan, Manager of the John Watson Mfg. Co., here is at present on a trip to points in Southern Manitoba.

Mr. Thos. Wadge, manager of the Hero Mfg. Co., here, recently returned from a visit to Park River, N.D., where he went to attend the funeral of a relative.

Mr. Geo. Ogg, General Sales Manager for Reeves & Co., with headquarters in Minneapolis, Minn., was in Winnipeg recently on his way home from a visit to the company's branch at Regina.

Mr. J. E. Dewar, who has been connected with the sale of vehicles and farm machinery at Indian Head, recently decided to close out his business and has acted accordingly.

Mr. Joseph Crane, who until recently conducted an implement and vehicle business at Strathcona, Alta., recently gave up and took his departure.

Mr. Joseph Bryan, vice-president of Tudhope Anderson & Co.,

here, recently came home from a Western trip in the interests of his firm.

Mr. Robert McRae, of the firm of A. C. McRae, recently returned from a trip through the West. He was optimistic regarding future prospects, but said collections were backward.

The annual Bonspiel will be held in Winnipeg from February 12th, to 25th, 1908. The committee in charge of the arrangements expects one of the largest gatherings in the history of the roaring game.

Mr. J. E. Ruby, western manager of the Frost & Wood Co., recently left the city on a visit to the head office and factory of the company at Smith's Falls, Ont. Mr. Ruby expected to be home a few days before the holidays.

Mr. Jas. B. Tudhope, M.P., President of Tudhope Anderson & Co., of this city, was on a trip through the West during the early part of December. He was accompanied from here to Calgary by Mr. H. F. Anderson, General Manager of the firm. Mr. Tudhope, returned home a few days after the opening of the Federal Parliament.

Mr. H. H. Rogers, who up until the end of November was assistant manager of the Canadian Moline Plow Co., here, has accepted a position with the Parlin & Orendorff Canadian Plow Co. Mr. Rogers is well known to the implement trade of the west and we feel those connected with it will join with us in

wishing him every success in his new sphere of activities.

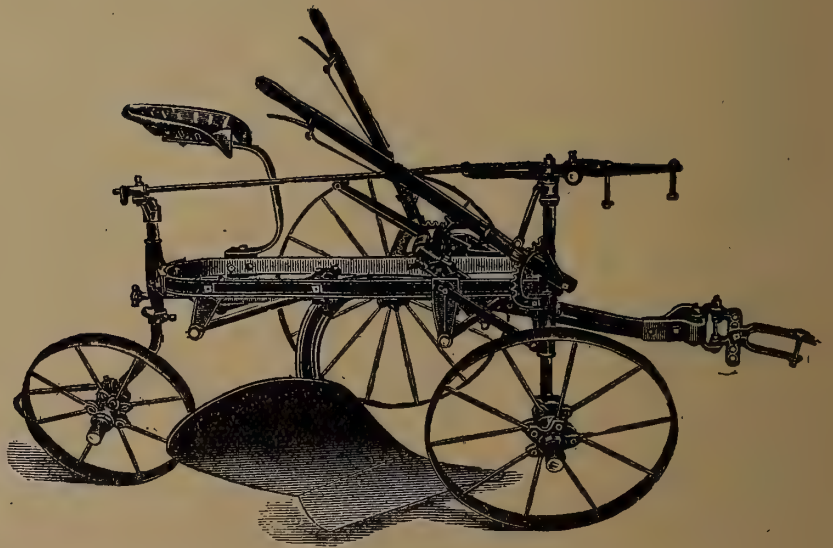
Mr. W. M. Fulton, manager of the Brandon Machine Works Co., was in Winnipeg recently looking after several matters in the interests of his company. He was well satisfied with business conditions when the whole situation is considered, and is confident that with an average show 1908 will prove a most successful season.

Mr. W. I. Kemp, President and General Manager of the W. I. Kemp Co., of Stratford, Ont., manufacturers of Imperial disc drills and Kemp manure spreaders, was in the city a short time ago, calling on his representatives here, the Parlin & Orendorff Canadian Plow Co. While in town he gave us a call and we enjoyed our chat with him thoroughly.

Mr. H. H. Dart, who has been travelling out of Regina for the John Stevens Co., of this city, for the past fourteen years, was in town for a few days the early part of the month. Mr. Dart stated that the people were full of confidence in the future and there was every prospect of reasonably satisfactory business the coming season.

Mr. D. D. McGillivray, President and Manager of the Regina Windmill & Pump Co., Regina, Sask., was in Winnipeg recently looking after some matters in connection with his business. Mr. McGillivray reports getting things into first class shape and that the

NEW ECLIPSE PLOWS



You can point out to your customers a few more points of merit in the construction of the "New Eclipse." The frame extension that supports the land axle is made of high carbon steel, firmly attached to the frame—land wheel is always in lines, consequently.

Notice the way the bottoms are built. Heavy frog, running well up the beam, strongly braced and bolted. Built to last.

Between the beams, in front, there is a heavy steel brace, giving strength and rigidity.

These points all help the sale. Further, we help you by liberal advertising in the farm papers. Get our 1908 prices.

The Perfection of all Riding Plows

Made by FULLER & JOHNSON MFG, CO., Madison, Wis.

THE STEWART-NELSON CO., LTD.
General Agents WINNIPEG.

new company is meeting with splendid consideration from Western dealers.

It is with regret we learn of the serious illness of Mr. Thomas Tinline, Assistant Manager of the Wilkinson Plough Co., Toronto, who is down with an exceptionally severe attack of typhoid. We sincerely trust that he will come through safely and once again be restored to his old-time health and vigor. In the meanwhile Mr. E. E. Ffolkes, President and General manager of the company, will miss the efficient services of his "right hand man."

Mr. John Sanderson, president of the Adams Wagon Co., of Brantford, Ont., for whom the Cockshutt Plow Co., are Western representatives, was in Winnipeg and the West during the closing days of November. This is Mr. Sanderson's twenty-second annual trip to Western Canada, and every time he comes he likes it better. He was sanguine over future prospects and was of the opinion that the reaction from the present dullness would make the West boom ahead as fast as ever.

Mr. W. H. Whitaker, general manager of the Goold, Shapley & Muir Co., of Brantford, Ont., whose line of windmills, tanks, towers, etc., are handled by the Cockshutt Plow Co. in Western Canada, was in Winnipeg calling on this company. Mr. Whitaker is a brother of Mr. C. H. Whitaker, manager of the Manitoba branch of the Massey-Harris Co., whose guest he was while in the city. During his stay here Mr. Whitaker accompanied Mr. E. A. Mott, western manager of the Cockshutt Plow Co., to the regular monthly meeting of the Winnipeg Wholesale Implement Association.

Mr. S. D. B. Stephenson, of the new implement firm of Stephenson & Clark, at Fairland, Sask., was in the city recently making arrangements for stocks for next season's trade. Fairland is a new town twenty miles south of Wadena, on the C.P.R. from Sheho, west. This road is graded through and Mr. Stephenson stated it was expected that the rails would be laid next year. Speaking of immigration into that district, he informed us that it was very rapid. Farmers were confident of a splendid grain producing district throughout that whole region. Mr. Stephenson was formerly connected with the traveling staff of the De Laval Separator Co., of this city, a position which he held for six years.

Mr. J. A. Morcombe, the well-known implement dealer of Cypress River, Man., was in the city for several days during the past month, in connection with his business interests. While here he paid us a visit which we very much appreciated. In speaking of conditions Mr. Morcombe stated that farmers in his district had been successful in getting a crop averaging between fourteen and fifteen bush-

els to the acre, which was grading from 1 to 2 Northern. They were not inclined to dispose of their grain, however, preferring to hold it in expectation of higher prices. This had resulted in slow collections. Discussing the financial condition he said that while the present stringency was embarrassing he thought it would be in the best interests of the country ultimately. He complained of the new freight rates, saying they meant a considerable increase on shipments of all classes of implements.

We have just been informed that Mr. O. Tourigny, the well-known implement dealer of Wolseley, has been elected Mayor of the town. We make haste to extend to him our congratulations, feeling sure that the confidence and appreciation of his townsmen have not been misplaced. We look for a year of progressive government for Wolseley

under the direction of Mr. Tourigny.

The firm of Bruce & Cates, of Napinka, Man., has been dissolved. Mr. R. Cates continues.

Mr. C. B. McCallum, who has been conducting an implement and vehicle business at Innisfail, Alta., was recently succeeded by McCallum & Watts Bros.

Mr. Geo. H. Hurlburt, of the G. H. Hurlburt Co., of Wolseley, Sask., was in the city on business recently in the interests of his company, and ultimately the farmers of his district.

The implement firm of Edwards & Brown, at Crossfield, Alta., recently affected a dissolution of partnership. Who will continue is not definitely known at this writing.

Experience Brings Perfection.

When a concern is engaged in a business for over half a century it is not surprising that in addition to turning out a high grade product, those in the management should have gained that experience necessary to turning out superior articles in other lines. This is at least the case with the Wm. Gray & Sons Co., of Chatham, Ont., and Winnipeg, who have not only built up a reputation as producers of vehicles, but who have also won for themselves many eulogies as publishers of attractive catalogues. Their latest effort, which is now being distributed among members of the trade, is certainly another excellent specimen of what good paper, good illustrations, and good printing will accomplish, especially when backed by artistic judgment. In their new catalogue the

FAREWELL

October, 1877

December, 1907.

ON December 31st, 1907,

The Fairchild [Company Limited, of Winnipeg,] Regina and Calgary, will cease to] be an active factor in the agricultural implement and vehicle trade of Western Canada.

IN passing from the field which has been the scene of our activities for the longest period in the history of any concern jobbing implements and vehicles in this territory, we bid farewell to our many friends and patrons.

ON behalf of our successors "John Deere Plow Company, Limited," we bespeak for them a long continuation of the generous patronage and confidence you have extended to us in days gone by.

The Fairchild Company Limited.

company endeavor to impress upon readers the actual intrinsic value of every job illustrated. In it we find several new jobs and the numerous up-to-date styles speak for themselves. The business of this firm continues to grow at a most gratifying rate. Their factory floor space is equivalent to 200,000 square feet, while the institution has a capacity for turning out one hundred vehicles daily. Dealers who desire a copy of this catalogue—and you should have it on file—will receive same by dropping a card to the company at either Winnipeg or Brandon. Better do it now before it slips your memory.

Our Year's Work.

Under the caption "Our Resolution" the concluding issue of our 1906 volume contained an article to which we desire to direct the attention of our readers for a few moments. In this item we promised that we would endeavor, during the ensuing twelve months, to make Canadian Farm Implements of even greater value and usefulness to every man in the agricultural implement and vehicle business than it ever had been up to that time.

Now that another year finishes with this number, we, being in a retrospective mood, have gone carefully over the issues since Jan-

uary, 1907, and compared them with those that went before.

While we recognize our limitations we feel that we have given to the trade during 1907 a publication that has amply repaid all subscription investments. In proof of our contention we submit a few extracts taken from a number of many letters of approval we have received from readers throughout the prairie provinces. Mr. Jas. S. Upper of North Portal, Sask., in forwarding his subscription says: "Canadian Farm Implements is a model journal for the implement agent." Mr. C. Drummond Hart of Belmont, Man., writes: "Keep right on sending your paper. . . It is O. K." Mr. H. Milne, of Radisson, Sask., makes the following remark: "Am enclosing subscription and want to see your valued paper right along." Mr. G. Buhler, of Swift Current, Sask., speaks in no uncertain tones: "Am enclosing past due subscription and also prepayment up to December, 1909." We have many such letters as these, but having no desire to conflict a lengthy eulogy of this kind on you on our own behalf we are content with the few foregoing quotations.

During the past year we have zealously labored in the best interests of the whole trade. Our ambition has been to create perfect harmony and full confidence between manufacturers or jobbers, and the retail dealers, and between

the competing dealers through the different towns and villages of the country. From what has been told us we feel that our efforts to this end have not been wholly barren of results.

It has always been our aim to keep the trade advised regarding advancing prices, the reason for such increases, and the necessity that demands the retail dealers to make corresponding higher values on their goods in stock. We have strongly opposed the idea of either the manufacturer, jobber or the retailer, pursuing the policy of absorption in the matter of increased values, and we believe we have clearly demonstrated the folly of such procedure.

We have continued our fight against the catalogue houses. Our efforts in this particular department have not been without results as we have ever kept the trade informed as to the movements of the mail order people. By our action dealers have been able to more effectually combat the campaigns inaugurated by those at the head of the catalogue houses. Our timely notifications that the biggest mail order house in the West was going to engage in the binder twine and sleigh businesses secured us many friends.

We have dealt freely with the necessity for having express rates, etc., placed under the jurisdiction of the Board of Railway Commissioners. Our efforts, no doubt, were helpful to this end. We have strongly urged revision of express rates throughout the West and have recorded a demand for a change in present express classifications. These matters are now pending investigation before the Railway Commission and we are hopeful of many changes that will be of very material benefit to the trade.

Another matter of importance to which we have devoted considerable attention is that of harvester repairing. We have spoken out vigorously in this connection and will continue the crusade from time to time in the hope that we will be successful in bringing dealers to a conviction that the repairing of harvesting machinery without charge, after the life of the guaranty, is an old and obsolete custom that must go to its fall before the onward march of progressive business methods. Our sentiments on the question of dealers accepting "traded in" machines have been voiced and we will continue in an earnest endeavor to abolish this practice.

The formation of a dealers' association is something else to which we have given considerable thought, and we have often pondered seriously on the subject of local clubs throughout the country. We have come to the conclusion that these are things in which the dealers themselves must take the initiative. We, however, pledge our support to any such movement that

has for its object what is, in our judgment, in the best interests of the whole trade.

We have protested on behalf of legitimate dealers, against irregular selling by manufacturers and jobbers, and will strive to bring about the entire elimination of such methods throughout our territory. The practice of price cutting we have severely condemned and we have argued that the different communities of the West should have laws compelling peddlers to take out licenses. This is essential if merchants and dealers are to have that full protection to which they are entitled.

On all matters of interest emanating from the different Provincial Governments we have kept our readers fully informed, and we propose to give this course of action even closer attention than in the past.

Our articles on the cream separator, others on special subjects, and our correspondence columns have been more or less beneficial to the trade. We know this because members of the retail business have told us so themselves. Our reports on all matters pertaining to the trade in Winnipeg have been characterized as "the most authentic issued," while the information that appears from month to month in our "personal" columns has been of great value and interest to every man connected with the business.

While all the things already enumerated are to our credit there is something more of all absorbing interest to the retail man. We refer to the advertising matter that appears in our paper. It evidences the fact that we have the support and encouragement of the jobbers and manufacturers. By close attention to all advertisements, dealers are kept in close contact with the most up-to-date methods in modern publicity, and never an issue appears but almost every dealer will find something in it that means profit for him. Our advertisements are a source of value and information that no dealers can afford to ignore.

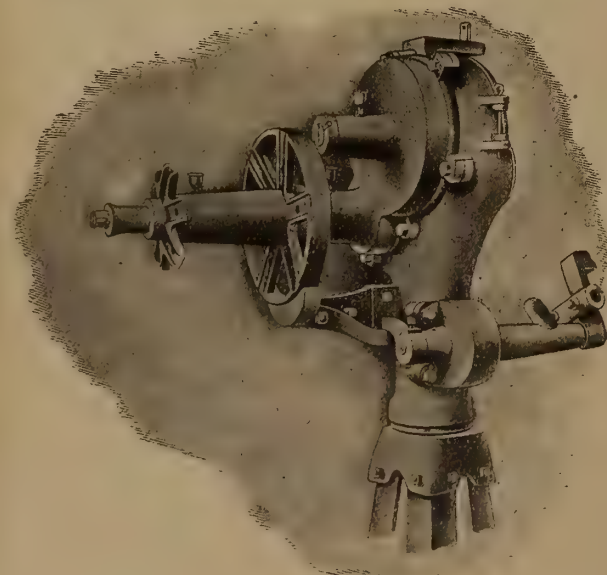
During 1908 we will try and present you with a better paper than we have in the past. Like Locksley of old, "A man can do but his best," and that is all that can be expected from the publishers of Canadian Farm Implements. If you feel that our efforts in the months gone by have been in accord with the promises we made, and that we are delivering the goods, then, if you have not yet sent us your subscription for 1908, do it now.

"Optimism is the first-born of hope, the mother of confidence, the executioner of adversity and the undertaker of pessimism."

"A frown is a renegade smile that is afraid to look itself in the face."

Windmills for Power and Pumping

Pumps, Tubular Well Cylinders and Valves.



Eureka
Cylinders,
Brass,
Brass-lined
and Iron
Cylinders.
Tubular
Well Pipe.

We have a
full supply
of Tubular
Well Goods.

WRITE FOR PRICES.

REGINA WINDMILL & PUMP CO., Ltd.

Box 869, Regina, Sask.

Trade Treaty with France.

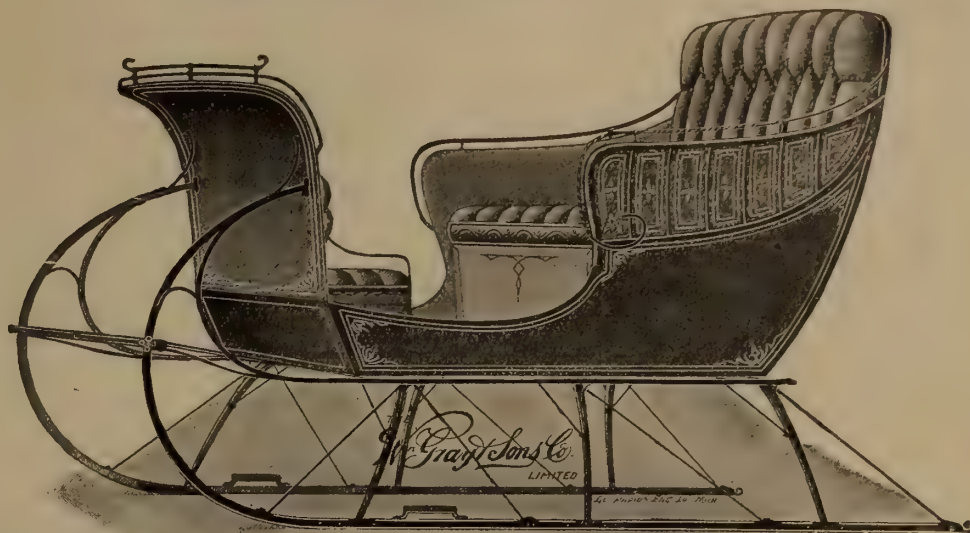
When the new trade treaty between Canada and France is ratified, producers of wood pulp, dairy products, agricultural implements, etc., will enjoy special privileges in comparison with other producers of like commodities as they will then have the benefits of the minimum French tariff. It is also understood that the French Government intends making a thorough revision of its tariff along the lines of higher protection so that the contemplated increase will give Canadian products, under the new treaty, all the greatest benefits in the markets of France.

New Officers of Deere and Co.

At a special meeting of the directors and shareholders of Deere & Co., Moline, Ill., held November, 26th, Mr. Wm. Butterworth was elected president of the company. At this meeting it was also decided to make a new departure in the officials of the firm and elect two vice-presidents instead of one as heretofore. The following is a list of the new officers of this firm. President, Mr. Wm. Butterworth; vice-presidents, Mr. Chas. C. Weber and Mr. W. L. Velie; secretary Mr. Schiller Horsford; treasurer, Mr. Burton F. Peck.

We Extend the Compliments of the Season
to our numerous and valued agents, and to all interested in
High Grade Vehicles.

Gray's
Goods
are made
for Comfort
and
Durability.



Kenora Beauty

We have complete stocks in all styles for prompt shipment. Our prices are attractive. Write now for Catalogue and Price List.

The WM. GRAY & SONS CO., LTD.

Head Office: Chatham, Ont.

JESSIE AVENUE, WINNIPEG

TO THE IMPLEMENT TRADE.

WE still have for disposal at SPECIAL PRICES a stock of

DOWAGIAC GRAIN DRILLS

DOUBLE DISC

SINGLE DISC

SHOE AND HOE

J. I. CASE PLOWS

FOOT LIFT SULKIES

FOOT LIFT GANGS

STEEL BEAM STUBBLE PLOWS

WOOD BEAM BREAKING PLOWS

WOOD BEAM BRUSH BREAKING PLOWS

DISC HARROWS

LEVER HARROWS

The undersigned has secured the agency for these lines and will carry a full stock, together with a complete stock of repairs.

J. A. ACHESON, Trustee for

THE BALFOUR IMPLEMENT COMPANY LIMITED,

613 Union Bank Building

WINNIPEG.

Reason For Slow Settlements.

Editor,

Canadian Farm Implements

I read with interest the editorial in your November number entitled "Stop the Drifting," and in consequence there are one or two phases of the situation I desire to present for your consideration and information. There is much in your article with which I heartily concur, but as I reflect on the conditions that have governed in Western Canada, or in some sections of it, during the past season, I fail to see how your arguments can be carried into practice.

While I realize that crop conditions over the entire country have not been a failure and that in some districts farmers will be in better shape to redeem their paper than in years past, still some portions have suffered, and that severely.

In order that I may make my case as lucid as possible let me do it in the form of an example. A settler came into the district, of which our town is the centre, early in 1905. He had a little money. Selecting a homestead he purchased the adjoining quarter, and went to work immediately to break it up. The next spring he put a crop in, from which he got good

returns in the fall. He settled his accounts with me, paid up an instalment on his land, cleared off his other debts, and was in fair shape for winter.

Early in 1907 he invested in a team of horses, a new grain drill, a plow, and several other implements, all of which, with the exception of the horses, he purchased from me, giving me notes and security for same. As soon as spring opened up he put in his crop but the lateness of the season, very wet weather, etc., prevented it reaching maturity, so that his work for the summer was completely lost. Naturally such conditions have so reduced his finances that he has not more than the wherewithal to meet his living expenses during the next twelve months,—let alone pay his debts.

In this case what can I do? It is impossible to get the money from this man. He has not got it. I have asked my local bank to take over the notes of his that I hold, together with the securities, but they have refused to meet my request. I am being pushed by my creditors for their dues. I recognize their need but am compelled to write letters explaining my position and trust to their tender mercies.

As for this farmer, I don't feel like closing him out. Such action would scarcely benefit my business connections, and I expect to reside here for the future, at least, for a while. Nobody is in the market here for lands at the present time and I am confident that the farmer will pay just as soon as he is enabled to do so. He will make a success of farming and will pay his debts just as soon as Providence permits his doing so.

I know that my competitors have similar cases. Like myself they cannot meet their paper on maturity, and like myself they are dividing what little money can be secured among their creditors.

Now this is an instance where it is impossible to stop the drifting. It is impossible to get the money or any part of it and short date notes for the remainder. What can we do about it?"

Saskatchewan Dealer.

After Western Business.

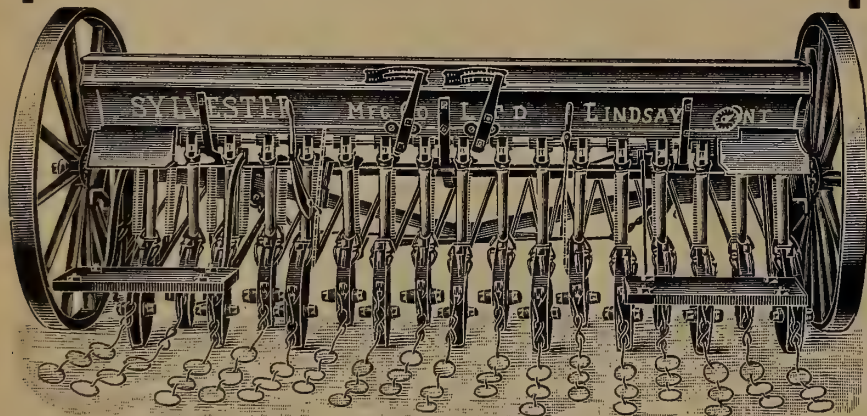
From the Baynes Carriage Co., of Hamilton, Ont., whose advertisement will be found on another page of this issue, we recently received a copy of their catalogue, No. 22, covering their line of vehicles for 1908, together with a copy of their Advertiser. After a perusal of both these publications, we are free to admit that the Baynes Carriage Co., have produced something of which they have every reason to be distinctly proud. Their catalogue is certainly one of the most up-to-date that we have ever received. The illustrations throughout are of the very

highest quality, while the paper used is of extra heavy cream colored book stock. The printing throughout is exceedingly well done, while the cover design bearing the name of the company and the address, their trade mark, and their catalogue number, is handsomely embossed in gold lettering.

Mr. James B. Baynes, the president of this firm, who, in addition to being recognized as one of the leading vehicle manufacturers of the continent, is also an original advertiser and a firm believer in salesmanship by publicity. The Baynes Carriage Co., came to Hamilton from Buffalo, N. Y., about two years ago. In that time, we have been informed by them, they have built up a splendid trade in Eastern Canada and now they propose to go after business more systematically and aggressively in the Western provinces. At the present time they have a traveller covering this field in the person of Mr. P. J. Roach, who is well known to many members of the implement trade. The company are hopeful of building up a big business in this territory and with the splendid opportunities that present themselves for vehicle use there is no reason why they should not be successful.

Dealers who desire further information regarding this concern, or who would like to get a copy of their catalogue should drop a card to the firm and request same. Mr. Baynes assures us that all such cards shall receive immediate attention. For our own part we believe this catalogue is one of the finest we have seen for a long time, and that is saying a great deal.

The Sylvester Line



Sylvester Double Disc Drill

Stephenson's Patent

8 of these (22 size) on the biggest farm in Canada. Interchangeable for single Disc, Double Discs or Drag Shoes. The best known drill in the Canadian West. Guaranteed the best.

Scotch Clip Harrows

Disc Harrows

Land Rollers

Cultivators

Gasoline Engines.

Sylvester Mfg. Co. Ltd.

Factory: Lindsay, Ont.

BRANDON, Man.

Tudhope, Anderson & Co., Limited,

Transfer Warehouses at Winnipeg, Regina and Calgary.

Harrow While You Plow

Make one job out of the two, and get your ground in finest condition by harrowing when the soil is first turned up.



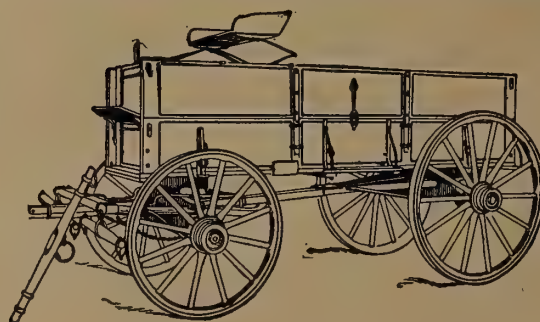
Kramer's Rotary Harrow Plow Attachment

enables you to do this. Regular rotary harrow which attaches to any gang or sulky plow. It levels, pulverizes and makes a mulch of the "moist soil," that is not possible after the ground dries and "sets." Draft only slightly heavier—you'll be surprised to see how little. Everybody needs this great time and labor saver. Write for circular No. 26.

The E. M. Kramer Co., Paxton, Illinois.

THE JACKSON WAGON

Best and most improved wagon in Canada



Your attention is called to

NINE POINTS ONLY

Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1½ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

Has all the points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Jackson Wagon Co., Limited, St. George, Ont.

We congratulate the Baynes company on getting it out and we further congratulate the dealer who takes the trouble to secure one.

New Manager Appointed for Portland.

We recently received an announcement from the Parlin & Orendorff Co., at Canton, Ill., in which they state the appointment of Mr. H. O. Tenney, as manager of their branch house at Portland, Ore., which appointment became effective Nov. 25th. Mr. Tenney, who has been a resident of Decatur, Ill., has had many years of experience in all branches of implement and vehicle business. He travelled in Illinois for the Parlin & Orendorff Co., for several years, but left their employ to become a member of the firm of Tenney & Sikking, of Decatur, Ill., manufacturers and wholesalers of implements, etc. He recently disposed of his interests in this concern to re-engage with the Parlin & Orendorff Co., in the capacity of general traveller; which position he held at the time of his appointment as manager of the Portland branch.

We do not believe that Government ownership is a panacea for all the ills that affect the industrial or commercial worlds. It would seem, however, that it is essential in order to curb monopolies such as that enjoyed by the C. P. R. Telegraphs. At least the Railway Commission should have supervision of telegraph companies as well as of railroad and express companies.

The money stringency still remains. Gilt-edged securities are consistently refused when an endeavor is made to secure a loan.



Head Office of the International Harvester Co., Chicago, Ill.

Headquarters of the International.

On this page we present an illustration showing the Harvester Building, the new home of the International Harvester Co., in Chicago, Ill. This building stands on the corner of Michigan Avenue and Harrison Street, and is said to be one of the finest examples of modern sky-scraper architecture. The executive and general offices of the company are in this building and from this place all the important details of this vast organization are directed. The various departments are domiciled here and every modern office convenience has been provided. A swift, efficient elevator service reaches all floors, every precaution is taken to

prevent fire, and from the basement to the roof this sixteen storey structure is a model of up-to-date methods and conveniences. The entire top floor is devoted to rest rooms, gymnasium, and a thoroughly equipped, modern restaurant for the convenience of the employees, who are served with noon-day lunch.

Get a Copy.

Among the companies who are firm believers in the policy of judicious publicity none is more prominent than the Vermont Farm Machine Co., of Bellows Falls, Vt., makers of the U. S. cream separator. This concern are continually doing something in connection with disseminating information regard-

ing their line. They have just issued a very helpful little book on the subject of profitable dairying. One of their striking contentions is that a few farmers make a handsome income from the dairy, many achieve only moderate success, while some do not reap the profits from their cows that they should. U. S. machines are well known in the West and the company never lose an opportunity of stimulating their sale. Dealers anxious to get fuller information regarding these separators are notified to drop a line to the head office of the company and request a copy of their latest catalogue. Oblige us by mentioning our paper.

Awarded Many Medals.

From the announcement made by the awarding Jury of the Jamestown Exposition we note that the International Harvester Co., of America have been awarded several medals and diplomas. Among others they were successful in securing a diploma of a bronze medal for the installation of their exhibit in the States Exhibit Palace. This display was made up of a full line of their various implements and harvesting machines. They won the diploma of a gold medal for their auto-buggy, hay tedder, manure spreader, feed mill, corn sheller, new Bettendorff steel wagon, and a silver medal for gasoline engines and cream harvesters. Speaking with different parties who visited the Jamestown Exposition we were informed that the International Harvester Company had a splendid showing. The very fact that they succeeded in securing the above medals may be taken as conclusive proof of the general excellence of their product and is an indication that the company are straining every energy to maintain the high standard of the past in relation to the quality of the goods they manufacture.

SUBSOIL PACKERS

THE BRANDON SUBSOIL PACKER

Makes the subsoil so that it will retain the moisture, forms a good firm seed bed and prevents the soil from blowing. The Campbell system of cultivation for dry light soil has enabled the farmers of the Western States to raise splendid crops from soil formerly supposed to be barren. Subsoil packing did it. Increase your crops and profits by using the Brandon Subsoil Packer.

Gasoline Engines

BRANDON GASOLINE ENGINES

When you buy a Brandon you get the best Engine on the Market with the maker's guarantee, and we are responsible and on the spot to back it up. Why take chances on a foreign make? You know where the Brandon is made. Do you know where the others are?

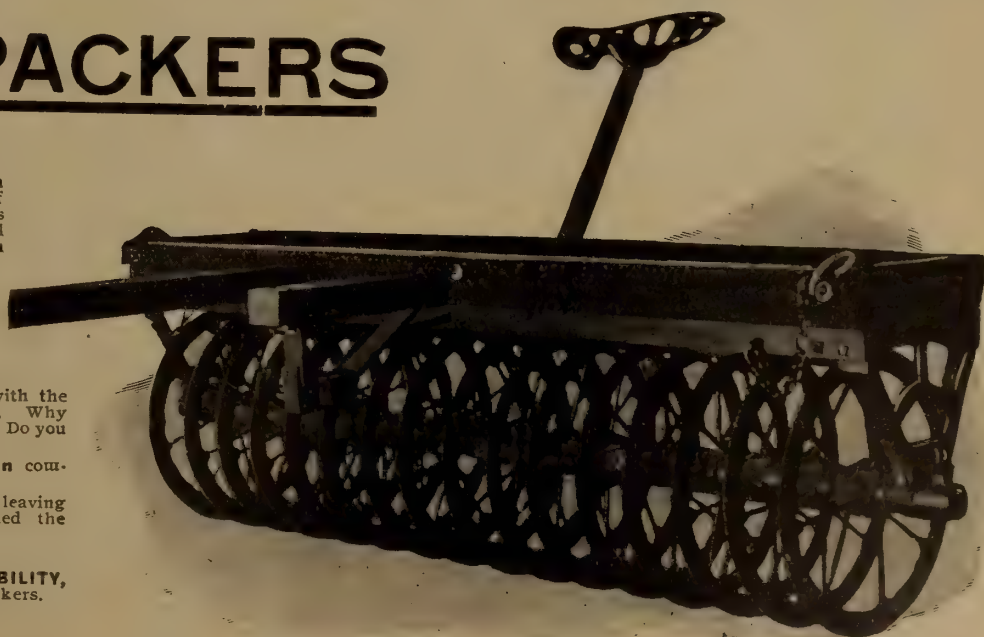
Where quality is essential, and reliability is demanded, the Brandon commands the trade.

Each Engine is thoroughly tested and operated with full load before leaving our works and a record kept of its performance and a copy furnished the purchaser.

Verticals 1½, 3 and 5 h.p., Horizontals 6, 8, 10, 12 h.p. and up.

Remember three superior points of merit: **EFFICIENCY, RELIABILITY, DURABILITY.** These mean profit to the purchaser and success to the makers.

Send for our printed matter on these machines.



THE BRANDON MACHINE WORKS CO. Ltd.

Brandon, Man.

Some Manitoba Seed Fair Rates.

The Managing Director of Agricultural Societies in Manitoba announces that arrangement has been completed for holding seed grain fairs at the following points on the dates given: Morden, December 19th; Manitou, December 20th; Plumas and Swan Lake, December 27th; Carberry, January 28th and Miami, February 4th. Judges and speakers have been appointed for these gatherings, including, among other agricultural experts, Mr. James Murray, Superintendent of the Dominion Experimental Farm at Brandon, Mr. S. A. Bedford, of Brandon, Mr. J. A. Mooney, of Valley River, Man., and Principal Black, Professor Rutherford, J. Albert Hand, and F. W. Broderick, of the Manitoba Agricultural College.

Another Gold Medal.

The Studebaker Bros. Mfg. Co., of South Bend, Ind., have just been notified by the Jamestown Exposition Jury of Awards that their exhibit of automobiles, street sprinklers, garbage and dump wagons, contractors' wagons, and trucks has been awarded a diploma and gold medal for vehicles of that class.

Push Manure Spreader Sales.

To dealers in the habit of visiting their customers, and every dealer should make a practice of visiting those to whom he sells goods as frequently as possible, the great waste of manure that takes place on every farm is a well known condition. Why it should continue to exist after all that has been said and written regarding the value of barnyard manure as a restorer of fertility is something hard to understand.

In the older settled portions of the country in years gone by and in the more recently settled portions at the present time, farmers have cropped and are cropping from virgin soil—a soil full of all the elements of plant life, which is always essential to the largest and most profitable crops. Naturally in the wonderful productiveness of the land they have failed to realize the need for maintaining its fertility, with the result that a gradual reduction of producing power has been recorded in the older districts. Such a condition is conclusive evidence that gradually the soil loses its productiveness, and unless steps are taken to increase its fertility,

the soil will eventually become barren and unfruitful.

Among a certain class of farmers, and a large class at that, there is a certain general impression abroad that manure requires no care, save to be piled in a large heap in the barnyard. Among experts who have given the subject great consideration, and who have devoted their time and carried on many experiments to demonstrate the value of their theories, this is pronounced as a serious mistake. They agree that the two greatest sources of loss of the fertilizing value of manure are, first, improper care before being applied to the soil, and, second, improper methods of application.

Manure that is gathered into a large heap in the barnyard, to await a season when the farmer has time to draw it out and distribute it over his fields, loses from forty to fifty per cent of its fertilizing properties. These leach away into the ground and are lost forever. Other farmers prefer hauling out and dumping in piles over the field, scattering broadcast at a later date. Leaching also causes a loss here, though not as serious as where the manure is piled in the yard. There is, however, a greater trouble. Where the manure is placed in piles the soil in that spot is rendered very rich while at a short distance it is little improved over the state it was in when the manure was distributed. This method results in very uneven crops—altogether undesirable from the standpoint of successful farming. Another method of application is to haul the manure direct to the field and distribute it by fork from the wagon. When the economy of the thing is considered it should not require much thought to see what a losing proposition this is. It is impossible for man to distribute manure evenly over a field, there is the loss of time incident to such methods, and there is the labor.

It is incumbent upon dealers to demonstrate the fact that the solution of the manure spreading problem lies in the manure spreader. It saves in every instance where other methods are a loss. The manure can be piled directly into the box, so that loss by leaching is prevented and when a sufficient load has accumulated it requires but a moment to hitch up a team, haul it out to the land and distribute it evenly, in whatever quantity is desired. All the large lumps

are thoroughly disintegrated, the whole is completely pulverized and perfectly distributed. When the warm winds of spring, and the gradually heating sun begins to melt the snow, this results in the plant food being carried down into the soil. By the use of the spreader all parts of the field are treated alike, providing the operator so desires. There is no over-feeding of one part and under-feeding of another. Labor and time are saved and the work done in a manner that permits of no comparison. One man with a spreader can accomplish the work of four men applying manure in the old fashioned way.

It is because of the great practicability of this machine that dealers are so earnestly urged to push its sale. No man in the retail trade should fail to get posted regarding the merits of the manure spreader. An attempt should be made to interest a couple of farmers in the district this year. When others see the results brought about by the use of the spreader they will not be long in arriving at a decision about getting one. It will pay dealers to do a little missionary work in this connection, now the farmers of the West are becoming more and more alive to the necessity of maintaining the fertility of the soil.

Members of the retail trade can help the country as well as themselves by pushing the sale of this line of farm implements. The demand for them is growing and will continue to grow. The spreader is an invention of utility and consequently appeals with equal force to the farmer who is of an economical turn of mind as to the man desirous of making his land as productive as possible. There is no reason why spreader sales should not mean good business for the dealer between seasons. Now is the time to get after this business and, with four months of opportunity before the next crop is ready to be seeded, many should be able to make substantial profits on this line. Help increase the demand and reap the reward of profit for yourself, profit for the farmers and a more productive, consequently a greater, West.

"A bird in the hand is worth two in the bush." For that reason every dealer should try to close every sale immediately. All efforts should endeavor to accomplish this end. It's a demonstration of selling ability.

ROOFING

If you will send us particulars regarding any building for which you require ROOFING, SIDING, CEILING, or LATH, we will make you an interesting proposition.

Our "Metallic" goods are Fire, Lightning, Rust and Storm proof, Durable and Ornamental. The cost is no more than most people charge for inferior makes.

Write us.—We shall be glad to give full information free.—DO IT NOW.

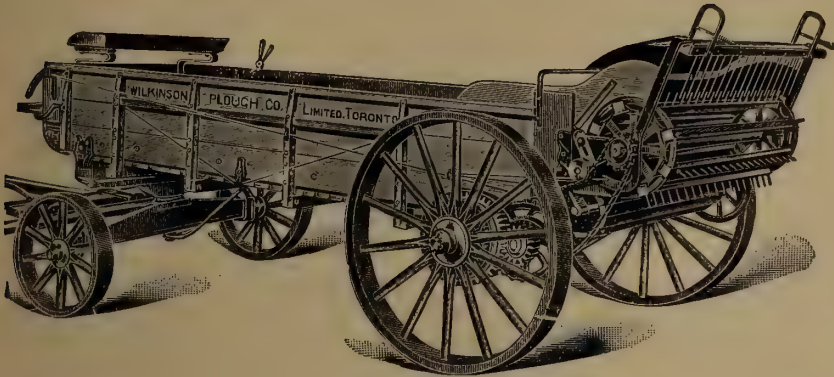
The Metallic Roofing Co. Limited,

MANUFACTURERS,

797 Notre Dame Avenue,

WINNIPEG.

Manure Spreaders



There is more interest taken every day in Manure Spreaders, and the Great Western Endless Apron comes in for its share of attention by the farmer.

Of course there is good reason for this. The machine has proved itself the leader in every particular for years past.

It has light draft—because the wheels track.

It has larger capacity for the same money.

It has an Endless Apron—always ready to load.

Nothing can fall through the bottom.

Adjustable to spread two loads or twenty to the acre as required.

Every part strong and well made. Breakages nil.

Investigate this machine further and you will find it will pay you to handle

THE GREAT WESTERN

MADE BY

The Wilkinson Plough Co., Limited,

TORONTO.

The Stewart-Nelson Co. Ltd.,

GENERAL AGENTS WINNIPEG

The Manitoba Line Extends Season's Greetings.



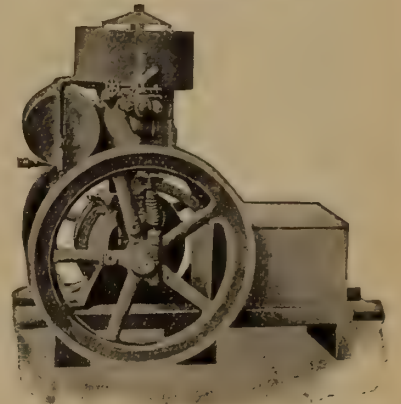
In making 1908 contracts remember that Manitoba Windmills are the most scientifically constructed in the world. Compression grease cups. Interchangeable bronze bearings. Reversible one-piece pitman. The right combination for a long life. Our windmills have larger gearings than any other mill of equal size on the market.

"THE MANITOBA"

Manitoba Gasoline Engines

are admitted power perfection. No water tanks to freeze up. No gasoline pumps to get out of order. All anti-friction babbit bearings. Perfect yet simple lubrication.

Write for catalogues, prices and terms and remember we protect the trade.



The Manitoba Windmill and Pump Co.,
BRANDON.

BOX 301

Binder Twine

Sewing Machines

Woven Wire Fencing Gates

Sole Canadian Agents for R. Hood Haggie & Son, Newcastle-on-Tyne, England, manufacturers of the far famed
ROBIN HOOD, RELIANCE, ROB-ROY

Manilla Binder Twine

Sole Agents in Manitoba for the Davis Sewing Machine Co., Dayton, Ohio. Vertical Feed, Rotary and Vibrating Under Feed, Manufacturing and Hand

SEWING MACHINES

Best on Earth

WESTERN AGENTS FOR

THE "NATIONAL" WIRE FENCE CO.

Merrickville, Ont.

The Fence with the Reverse Coil Cable Running Wires. Strength and Durability Guaranteed.

Good Reliable Agents Wanted in all Towns.

WRITE FOR FULL PARTICULARS.

HEDLEY & BELL Phone 620. Box 981

MANUFACTURERS' AGENTS

Office and Warehouse: Bell Block, 1204 Rosser Avenue, Corner 12th St.

BRANDON, MAN.

Lessons from 1907.

Through time another year rolls slowly to a close. Viewed from standpoints of material prosperity there are few who will say that 1907 leaves nothing to be desired. At the close of 1906 we were in a prospective mood, wondering, in expectancy and hope, what the then coming year held for us individually, as well as for our country. Now that we are almost at the termination of the season in which we placed so much confidence we know the record of the past and no doubt have already begun to speculate on the possibilities of the future.

The first three months of 1907 were marked by a combination of circumstances unparalleled in the history of this country. Traffic of all kinds was entirely demoralized and many towns and villages of the West were placed in precarious and dangerous positions due to lack of food and fuel. Spring was behind and seeding operations were from a month to six weeks later than usual. The summer was a poor one in bringing the crop to maturity, owing to too much rain, or the entire lack of it in different districts, while hailstorms, etc., contributed their share of loss in various sections. Though the harvest was late a fine open fall permitted the farmers to get their grain marketed almost as satisfactorily as in previous years. It is worth while to remember that the unsatisfactory crop conditions have not been confined to Western Canada, but that the whole world of agriculture has experienced to some degree the adverse rulings of Nature.

Another phase of the year's events that has stamped itself indelibly upon our memory and also upon our pocket books, is the scarcity of money. Early in the summer the banks cut off all credits and put in force a policy of retrenchment. That this has been detrimental to the success of 1907 there is no gain-saying, and, while it must be admitted that it will bring about desirable conditions in the end, nevertheless there is just grounds for condemnation of the sudden policy adopted by our financial institutions. It is alright to refuse credits to wild-cat enterprises, but to curtail the operations of old and tried businesses and force many of them into the greatest embarrassment by refusals to loan money, on reliable securities, is a method of procedure with which we do not hold and which we most roundly condemn.

From the past twelve months every dealer can draw some useful lessons. The folly of leaving orders until the very last moment before the goods were required for spring work was clearly proven. The blockades on the railroads did not permit of late shipments getting through and consequently many sales were lost.

Another lesson taught by conditions of this year is that of re-

ducing credits. Outstanding indebtedness must be curtailed if the existence of the retail dealer is to be assured and his business be a success. Carrying farmers from one season to another has to stop, and the action of the banks has made it compulsory upon members of the retail trade to depend upon their customers for payment when their paper is due, while it also makes the jobber or manufacturer, or both, wholly dependent upon his country connections for the necessary capital to operate businesses satisfactorily and successfully.

A feature of this season's trade that also deserves note is the rising prices for all lines of implements. We hope every dealer has made his customers understand the real reasons for these advances and that no member of the retail trade has failed to make the new prices effective immediately upon notification. The increased and increasing cost of all classes of raw materials, the higher wages paid all labor and the general upward tendency of freight rates—all these are factors brought prominently to the mind of the trade and must be carefully looked after, in order that every retailer may insure himself full protection.

Collections, too, this year are something we must not forget. In Manitoba debts have been better met than in the other Western provinces, but here there are greatly less than the conditions warrant. Manitoba farmers, generally, have had a good year, and while the total crop returns are considerably reduced in comparison with last year, the prices have been, we might say, nearly double on all grains, so that farmers have little excuse in this province for not liquidating their debts. Dealers all over this country must recognize the fact that the matter of collections must be more closely looked after and have infinitely greater attention than in the past.

If all the lessons of 1907 are taken to heart this year will have produced many benefits for which all will echo, in days to come, "We are truly thankful."

Booklet on the Steel Plow.

It is with pleasure we draw the attention of the readers of Canadian Farm Implements to a little booklet entitled: "The Steel Plow. Its Invention and Development," recently off the press for Deere & Company, of Moline, Ill.

It is no exaggeration to say that for originality of conception, tastiness of style, superbness of illustration, excellence of typography and information of text, this is one of the finest little advertising brochures that ever came through the mails.

It consists of twenty-four pages and cover, and is nine inches long by a trifle over four inches wide. A very heavy quality of first grade

surface paper is used, and this is most effective in bringing out the vignette halftones, printed in black, with which each page is adorned. The text is laid off in series of short pithy paragraphs, the printing in this instance being in sepia tint. The two colors black and rich brown, are in pleasant contrast and make an exceedingly neat and attractive page.

The little work is written by Frank D. Blake, the enterprising advertising manager of the company. In a letter to us, in his original style, he makes the following announcement: "Every person who answers one of our newspaper advertisements this winter will receive literature fully describing the implements about which he inquires, and also one of these booklets. We tried to make the booklet so attractive that it will be a welcome guest, so tasty that it will create a favorable impression just like a clean, nicely dressed, well-mannered boy does when he comes to your house."

We assure Mr. Blake and Deere & Co., that the effort has not been in vain, and would advise dealers desiring to get in touch with some nifty stuff in advertising lore, to drop a card to the John Deere Plow Co., formerly the Fairchild Co., of this city, who will immediately attend to their wants.

Implements—Sales to Minors.

In a recent issue of a Winnipeg paper the following item appeared in the legal columns on their farmers' page.

"J. E. F., Sask.—"Some time ago I bought some implements from a local dealer and gave lien notes for them. Owing to loss, etc., I am unable to meet them, and the dealer is going to sue me. Can he do so as I was a minor at the time? Would it be advisable to tell him so? Can he prosecute me in any way? I gave the notes in good faith intending to meet them, and have paid the interest."

"Reply—We would advise you to take advantage of the defence of minority, and it would be well if you would write to the company telling them that you are a minor and that, although not liable on the notes, you will pay them if they give you time."

Here is an instance that may be classed in the category of indiscriminate credits. The customer in this case was evidently a minor when he bought the goods and the dealer evidently neglected to take cognizance of this fact before taking the minor's lien notes.

We believe that the advice given by the publication in question is legally correct, and that the party making inquiry can claim protection under the defense of not having reached his majority. If such is the case and the dealer carries his suit through the chances are that he will be defeated in his efforts to secure payment.

From the tone of the questioner's interrogations as published, and from the fact that he has met the interest on the notes, we take it that he is willing to pay his accounts, but owing to the fact that he has suffered heavy losses, through the failure of his crop, he is unable to do so. It is evident that he gave the lien notes in good faith, intending to meet them when due, but was unable to do so undoubtedly for the reason we have previously assigned.

This case simply demonstrates how necessary it is for every dealer to be fully posted not only on the ability of the customers to meet their paper but also on the legal status of every young buyer who seeks credit. Every avenue of possible information should be investigated for complete details as to the solvency and ability of every farmer to meet payment of the goods which he buys on time, but it is specially important that the dealers protect themselves against possible loss through minors, by requiring that all notes signed by minors be endorsed by some person or persons of credit and repute.

Self-protection, as in Nature, should be the first law of the implement dealer. It is the law of the individual, and while self-sacrifice is a worthy and noble thing in many respects, it should never be reckoned as a virtue in a straight business transaction. Consequently in order to preserve their reputation with jobbers and manufacturers, who are their creditors, it is necessary that dealers look carefully into the standing of all those who approach them for credit.

In Memoriam—Charles H. Deere

At the recent meeting of the executive committee of the National Association of Agricultural Implement and Vehicle Manufacturers of the United States, G. A. Stephens, H. E. Miles and Jas. A. Carr were appointed a committee to draft resolutions respecting the death of Charles H. Deere. The committee submitted the following:

"This association has lost one of its most prominent and most valued members, the manufacturing fraternity one of its strongest and most advanced leaders, and the nation one of its most influential citizens in the death of the Hon. Charles H. Deere, who departed this life on Oct. 29th, 1907.

"Mr. Deere's entire life was occupied in the building up of the world-wide known house of Deere & Co., in the development of which he devoted his best energies and ability to the end that the house stands today the foremost plow-making establishment in the world, and its goods are known wherever the soil is turned in the pursuits of agriculture.

"His keen foresight and good judgment were potential factors in the growth of all of the enterprises and all of the investments of a per-

manent nature with which he was connected. His name will be known as a household word wherever modern agricultural implements are used.

"While a man of enormous and varied interests requiring his thought and attention, yet he was ever of unassuming ways; always approachable, with a friendly greeting for any of his acquaintances wherever, whenever he met them.

"We, his friends, mourn his death. The general implement manufacturing business of the country has lost one of its pioneers.

"Therefore, it is hereby resolved and ordered that a page of the records of this association be inscribed with this memorial, and that copies be sent to the family and the press.

"G. A. Stephens,
"H. E. Miles,
"J. A. Carr,
"Committee."

He Saw the Point.

Dealer: "Good morning, Mr. Farmer. It's a fine crisp morning for this time of the year."

Mr. Farmer: "Good morning, Jack. Yes, it's fine weather we've had lately. I came in to look at a sleigh this morning. I don't want to go too much money for one."

Dealer: "Come and look over the stock. Here's one that should suit you. It is a good one, a strong,

well-made sleigh, and sells at \$40."

Mr. Farmer: "Oh, it's a bit too heavy and too dear for me. How's this smaller one?"

Dealer: "Same grade of sleigh, smaller size, 2-inch, that's all. Cost you \$35."

Mr. Farmer (who is known to send his money to the catalogue houses and get credit among his local dealers): "I can buy the same size sleigh, 2-inch cast shoes, for \$32.32."

Dealer: "I can get you a sleigh with 2-inch cast shoes for \$32.32."

Mr. Farmer: "All right, send and get me one."

Dealer: "Well, let me have the \$32.32, with 15 cents additional to cover money order and postage."

Mr. Farmer: "You don't want the money before I see the sleigh do you?"

Dealer: "Certainly, I do. You would have to send the money in advance to the catalogue house, would you not?"

Mr. Farmer: "Well, who pays the freight and suppose it should come broken?"

Dealer: "That is a matter between you and the railroad company. I am giving you a catalogue house price on catalogue house terms."

Mr. Farmer (taking a few hard whiffs at his pipe): "Say, that \$35 sleigh suits me pretty well, and if it ain't all right I'll make it good and hot for you. I want to use it right away anyhow."

Good Subjects for Thought.

Across the border an organization known as the National Federation of Retail Implement and Vehicle Dealers' Association, has accomplished many reforms in the interests of the implement trade. This body consists of delegates appointed from the different dealers' associations of which there are a large number throughout that country. We note from following our exchanges that this federation is ever ready to adopt the most up-to-date ideas, and as new causes arise, demanding consideration and investigation, they are equally ready to decide upon their course of action and present their views vigorously to the sources from

which remedies may be expected.

Among other things that the Federation does is to recommend subjects for discussion among the associations from which its membership is drawn. The following is a list which the committee, formulated for the purpose, have recommended for the consideration and support of all their allied organizations during the ensuing year:

The consideration due from members to manufacturers and jobbers who protect the regular retail trade.

How to figure cost of goods and determine the retail price.

Extension of the local club movement for the purpose of promoting friendly relations between competing dealers as a preventive of ruinous competition.



MR. DEALER:

"Cater" can sell You

Wood or Iron Pumps, cheaper than anyone in the West.

Get his prices before you give your order for spring trade. A post card will do it.

Address:

BRANDON PUMP & WINDMILL WORKS
Box 410
BRANDON, MAN.

BRANTFORD WOOD SAWS POLE SAWS

The saw as equipped for cordwood is illustrated herewith. It is also sold equipped for sawing long poles, the balance wheel being attached low down and out of the way. Steel frame strong and rigid; cast iron guard over blade; patented adjustable dust-proof oil boxes which never heat. Our Steel Frame Wood and Pole Saws have distinctive and important points of improvement over other makes.



MAPLE LEAF GRINDERS

Durable, Rapid, Efficient.

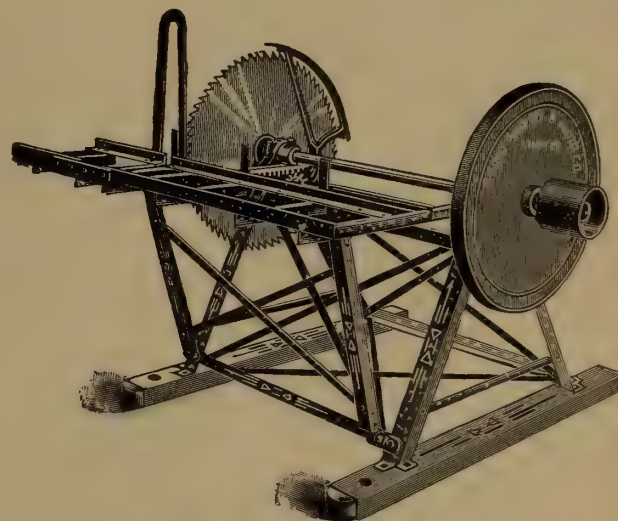
The stationary burr of the Maple Leaf Grinder is provided with relief springs and a breakable pin, insuring against broken burrs if a hard substance passes through in the grain.

The fineness of the grinding is regulated by shifting the stationary burr; not by moving the driven burr and shaft back and forth.

The end of the shaft runs against a ball bearing, preventing friction, and making the Maple Leaf most economical of power.

Frame very strong and well-balanced; adjustable shake; best of workmanship and finish. Made in 8, 10, 11, 13 and 15 inch sizes. The 10 inch size has been known to grind from 75 to 100 bush. per hour.

The "Maple Leaf" is undoubtedly the best grinder manufactured. It meets with world-wide sale and is first choice everywhere.



Special Grain Grinder Catalogue sent on request.

Cockshutt Plow Co., Ltd, Winnipeg, Regina, Calgary

Regina.

Grading on the new line of the Canadian Northern Railway from Brandon to this city is now finished, and the Company expect to complete the laying of steel by Dec. 10th. As long ago as last spring Mr. D. D. Mann, vice-president of the Canadian Northern Railway stated that wheat would be hauled over the new line this fall and this prediction has already been fulfilled, many farmers having shipped wheat during the past month. The material cars are taken by the farmers as soon as they are unloaded by the contractors, swept out, and loaded with wheat. They are then shipped East, the locomo-

tives of the construction trains furnishing the motive power.

The completion of this line will mean much to Regina and to the province as a whole. It will bring the first effective competition with the Canadian Pacific Railway, and this will be felt chiefly in the moving of freight during the next few months. There has been theoretical competition since the Canadian Northern took over the Qu'Appelle Long Lake and Saskatchewan Railway last December, but this has not been conspicuous in results. When the new line to the east is in operation the people of the province will have an opportunity of judging definitely what railway competition means. It will give at least

an alternative route to Brandon, Winnipeg, and Port Arthur. It will also join with the Regina-Prince Albert branch at this point completing the circle of railway which Mackenzie & Mann have been building around the province of Saskatchewan. It is not likely that the new line will be in shape for passenger traffic until next spring. A through passenger service from Port Arthur and Winnipeg to Edmonton, via Regina, will probably be installed some time next summer, as well as a similar service to Prince Albert.

It is not expected that the Canadian Northern line from Winnipeg will make much difference in freight rates, as the distance is practically the same as that over the main line of the Canadian Pacific, but two roads will probably give a better service than one, and the relief from monopoly will be an important consideration.

The new tariff of the Canadian Pacific Railway which came into effect on Nov. 25th is particularly severe on implement shippers. It was not until less than a week before the tariff came into effect that the Board of Trade was able to get a copy of it, and even then it was not possible to get copies of the new tariff from Eastern Canada.

The Board of Trade immediately took the matter up and wired to the Board of Railway Commissioners protesting against the ratification of the new freight tariffs. The Railway Commissioners however, replied that their consent was not necessary, but that the company had the right to enforce such a tariff, subject to disallowance by the Railway Commissioners after objections had been properly considered. The Railway Commissioners also stated that they required a definite statement of objections to the new tariffs.

Accordingly the Board of Trade at once took the matter up and appointed a committee of three, representing three separate interests to draw up a definite statement of objections to the new tariff as it affected their own particular branch of business. The committee so appointed consisted of Mr. P. Cooper, manager of the Frost & Wood Co., president of the Board of Trade, who undertook to look after the interests of the implement shippers; Mr. L. T. McDonald, manager of the American-Abell Engine & Threshing Co., who represented car-load shippers; and Mr. H. G. Smith, of Campbell

Bros. & Wilson, who represented the wholesale grocery interests. As soon as this committee have worked out the figures as to be in a position to make definite objections to the new tariff they will hand them in to the transportation committee of the Board of Trade who in turn will bring them before the whole Board before forwarding them to the Board of Railway Commissioners in Ottawa. The Board of Trade is advised that the probabilities are that the Railway Commissioners will take the question of the new tariff up the latter part of December in Winnipeg or such other point as may be decided upon. The new tariff is felt to be a matter of vital importance to shippers here.

Mr. E. S. Tecktonius, manager of the Nichols & Shepherd Co., returned recently from Winnipeg where he was for a few days on business.

Mr. P. Cooper, manager for the Frost & Wood Co., made a trip of inspection to Indian Head, Grenfell, Whitewood and other points last week.

Mr. D. J. Taylor, manager for the Cockshutt Plow Co., here, was up the North line last week visiting Saskatoon, Warman and other points in the interests of his company.

Mr. F. E. Stevens, traveller for the Cockshutt Plow Co., for Northern Saskatchewan has moved his family here from Winnipeg.

The Massey-Harris Co. are very busy transferring part of their staff to their new office at Saskatoon.

Deere & Co. Win Many Medals.

The exhibit made by Deere & Co., of Moline, Ill., was successful in securing ten gold medals from the Jury of Awards at the Jamestown Exposition. Among them is a medal for installation of exhibit, which was given as a special mark of distinction in recognition of the excellent manner in which displays were prepared and installed. This company were successful in carrying off the premium award for the best collective exhibit of agricultural implements and vehicles. Gold medals were also awarded the following concerns, whose goods were displayed in the Deere Building: Deere & Co., of Moline, Ill., Dain Mfg. Co., of Ottumwa, Ia., Deere & Mansur Co., of Moline, Ill., Moline Wagon Co., of Moline, Ill., Kemp & Burpee Mfg. Co., of Syracuse, N.Y., Stover Mfg. Co., of Freeport, Ill., Peoria Drill & Seeder Co., of Peoria, Ill., and others.

Fairchild Wagons

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales have greatly increased.



THEY ARE

Light Running

Well Finished

Attractive in Appearance

AND MADE BY THOROUGHLY EXPERIENCED MECHANICS

Of the very best materials throughout every stick of which is perfectly air-dried.

OUR GUARANTEE IS BACK OF THEM.

WRITE US

John Deere Plow Co., Ltd.

WINNIPEG

REGINA

CALGARY

Disk Drills Shoe Drills Cultivators Smoothing and Disk Harrows and Scufflers



HONEST ENDORSEMENT

You can back every sale of Deering farm machines and implements by an honest, conscientious endorsement. It pays to handle a line of that kind for when you sell a machine or implement you know that it will give satisfaction, and the purchaser will unhesitatingly recommend it to his neighbours. Handle the Deering line and get the business.

Deering dealers have the advantage of carrying a stock of the following: Binders, reapers, mowers, tedders, hay loaders, hay rakes, gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders and binder twine.

For further particulars see blockman in your locality or write nearest general agent.

Western Canadian Branch Houses: Calgary, Alta.; Regina, Sask., and Winnipeg, Man.

International Harvester Company of America (Incorporated) Chicago, U.S.A.



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Eastern Canada Excursions

Low Round Trip Rates to

Ontario Quebec and Maritime Provinces.

Tickets on sale Dec. 1 to Dec. 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 23, and limited to five months from date of issue.

Finest Equipment. Standard First-class Sleeping and Tourist Cars on all Through Trains.

TWO THROUGH EXPRESS TRAINS DAILY.

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SINGLE FARE plus \$2.00 for the round trip

From all stations in Ontario, west of Port Arthur, Manitoba, Saskatchewan and Alberta to

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Also to Okanagan Valley and Kootenay points.

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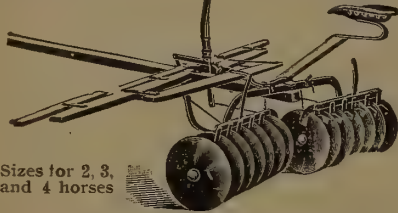
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QUEBEC CARIOLE

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Sizes for 2, 3, and 4 horses

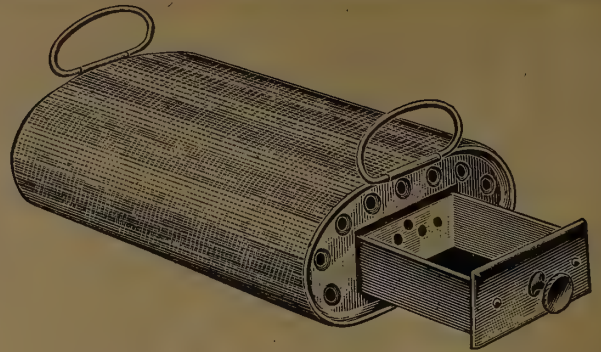
GET THE BISSELL AGENCY.

Is known among farmers as the **best disk made** because it has the **capacity**, the **knack**, the **get there**, which others lack. A success for use on **summer fallows**, on **breaking**, on **stubble fields** after harvest. It is the best by far for any tough job.

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CLARK FOOT WARMERS

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Everyone who rides at all in cold weather can use one of these heaters and you can sell dozens in the next six weeks if you keep them before your customers.

CLARK HEATERS are all guaranteed to satisfy the purchaser or money refunded.

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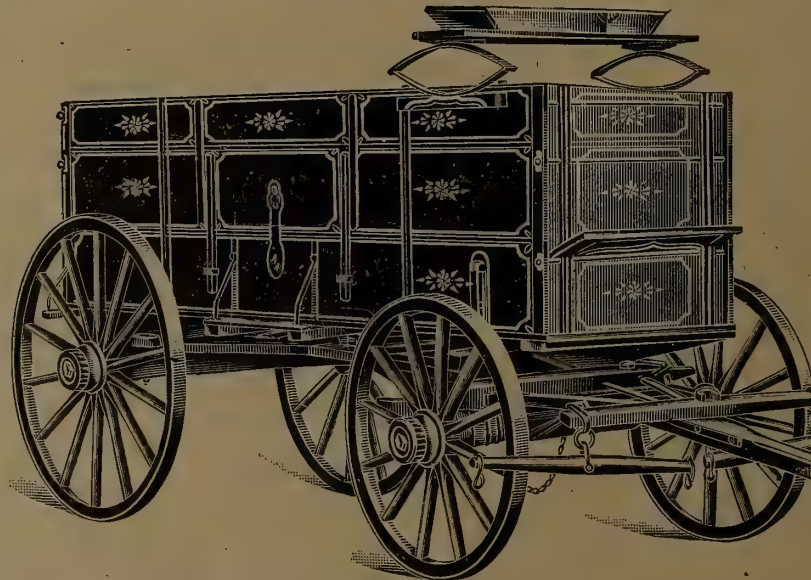
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"The Light Running Wilkinson."

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Bone-dry stock, the best of ironing, and workmanship such that not one flaw can be found—that is what you get in the "Wilkinson."

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